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The American Literary Gazette and Publishers' Circular.

[ESTABLISHED 1852.]

Published by the R. R. BOWKER COMPANY. R. R. BOWKER, *President and Treasurer*, FREMONT RIDER, *Secretary*.

PUBLICATION OFFICE, 241 WEST 37TH STREET, NEW YORK

Entered at the Post Office at New York, N. Y., as second-class matter

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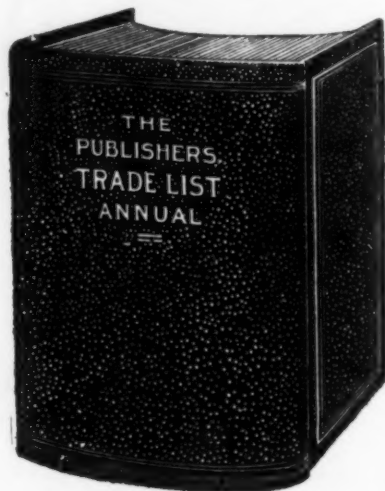
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The Publishers' Weekly

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October 9, 1915

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FURTHER CONFLICTING PRICE MAINTENANCE DECISIONS.

WHEN Congress meets this fall it will have abundant concrete evidence of the immediate need for definite legislation on the subject of fixed prices. The Cream of Wheat case was hailed in July as a precedent-setting victory for price maintenance. Only two months later, however, comes the Kellogg Toasted Corn Flakes decision, which is in effect a flat-footed denial of the fixed price principle; while, on the other hand, Judge Geiger, in the United States District Court of Chicago has just held that a contract to sell a patentee's goods at a fixed price is both "valid and enforceable."

In the Cream of Wheat case the court held that the manufacturer had the right to choose his distributor, the court thereby inferentially upholding fixed prices. In the decision, reached by mutual consent, in the case of United States *vs.* Kellogg Toasted Corn Flake Co.,—the full text of which is printed elsewhere in this issue—the court not only denied the right of the manufacturer to require either jobber or retailer to sign a price maintenance agreement, but refused to allow him the right—granted the Cream of Wheat Company by Judge Hough—of cutting off the supply of offending price cutters.

Judge Geiger's decision, referred to above, was in the case of the Columbia Graphophone Company and the American Graphophone Company *vs.* the Boston Store, of Chicago, and is of especial interest in view of the recent Victor *vs.* Macy case. The price-cutting Boston Store moved for dismissal of the Victor Company's suit, basing its case on the claim that the decisions in the Sanatogen case and Bobbs-Merrill *vs.* Straus had effectually ruled out price restrictions by contract upon patented goods. Elsewhere we reprint in part Judge Geiger's denial of this motion.

The contradictory nature of these various federal decisions is not surprising—in fact we have almost reached the point of being surprised at nothing in the way of a price maintenance decision. Until the law in the matter is made clear through further legislation the whole matter is in such a chaotic state that one may almost equally well expect a decision either way.

KELLOGG TOASTED CORN FLAKE CO. LOSES FIXED PRICE SUIT.

AFTER almost three years of litigation a final decision has been handed down in favor of the Government in the case of the United States *vs.* Kellogg Toasted Corn Flake Co. When the case was originally filed against the cereal company, the Government termed the use of a patented carton by the defendant a "mere subterfuge and device" to escape the provisions of the Sherman law and asked for injunctions restraining the company, its officers and agents from controlling the price of the breakfast food after it leaves the manufacturer. In July, 1914, the Kellogg Co. moved to have the case dismissed in view of their abandonment of the patent phases of the question, but after long argument between counsel, the court refused this motion. The case has consequently been fought through on that ground.

Commenting on the decision, W. K. Kellogg said:

"While we will obediently conform to the decision of the court and amend our plan, we are not yet convinced that the principle of fixed prices is wrong and we confidently hope a legal way may some day be found by which a manufacturer may protect his distributors as well as the consumers and himself from the ruin of reckless price cutting."

Following is the text of the decree:

United States of America in the District Court of the United States for the Eastern District of Michigan, Southern Division.

United States of America, Petitioner, *vs.* Kellogg Toasted Corn Flake Company, Will K. Kellogg, Wilfred C. Kellogg and Andrew Ross, Defendants.—No. 5570. In equity.

This case came on to be heard at this term, and was argued by counsel, and thereupon and upon consideration thereof, and by agreement of the parties thereto, it was ordered, adjudged and decreed, as follows, viz.:

(1) That the plan of selling toasted corn flakes used and enforced by defendant Kellogg Toasted Corn Flakes Company, its officers and agents, at the time of the filing of the petition herein and prior thereto, was in violation of the act of Congress of July 2, 1890, entitled, "An act to protect trade and commerce against unlawful restraints and monopolies."

(2) That said defendant, Kellogg Toasted Corn Flake Company, its officers, agents, servants and employees, and all persons acting under, through, or by it or in its behalf, or claiming so to act and said individual defendants, Will K. Kellogg and Andrew Ross, and all

persons acting under, through, by or in behalf of them or either of them or claiming so to act, be and they hereby are from and after the fifteenth day of October, 1915, perpetually enjoined, restrained and prohibited as follows:

(a) From requiring jobbers to enter into any agreement or understanding to resell toasted corn flakes purchased from defendants at a price fixed by defendants, and from suggesting to said jobbers, in writing or otherwise, that if they fail or refuse to observe said fixed price they will be cut off from a further supply of said product.

(b) From exacting in any manner from retailers of toasted corn flakes any agreement or understanding that they shall sell the same at a price fixed by defendants, and from suggesting to said retailers, in writing or otherwise, that if they fail or refuse to observe said fixed price they will be cut off from a further supply of said product.

(c) From packing or selling said toasted corn flakes in cartons or boxes having thereon the following notice, to wit:

This package and its contents are sold conditionally by us with the distinct understanding, which understanding is a condition of the sale, that the package and contents shall not be retailed, nor advertised, nor offered for sale at less than ten cents per package. Retailing the package at less than ten cents per package is a violation of the conditions of sale, and is an infringement on our patent rights, and renders the vendor liable to prosecution as an infringer.

Kellogg Toasted Corn Flake Co.

Battle Creek, Mich.

or any notice of similar character.

(3) That petitioner have and recover its costs from said defendants.

JOHN W. WARRINGTON, *Circuit Judge*.

LOYAL E. KNAPPEN, *Circuit Judge*.

ARTHUR J. TUTTLE, *District Judge*.

FIXED PRICE UPHELD BY CHICAGO COURT.

ACCORDING to Judge Geiger, of the United States District Court of Chicago, a contract signed to sell a patentee's goods at a fixed price is "valid and enforceable." This ruling was handed down in the case of the Columbia Graphophone Company and the American Graphophone Company *vs.* the Boston Store of Chicago in which the complainant sought an injunction to prevent the sale of its patented goods at cut prices.

The defendant moved for dismissal, on the ground that the Sanatogen decision (*Bauer vs. O'Donnell*) and the *Bobbs-Merrill Company vs. Straus* case, had forbidden price restrictions by contract on patented goods. In denying this motion, Judge Geiger said, in part:

"The case is of importance only in so far as it presents the question:

"Can a patentee upon a sale of the patented article, by contract, require of his immediate vendee the observance of price restrictions upon resale?"

"Prior to the decision in *Bauer vs. O'Don-*

nell, 229 U. S. 1, this question now raised upon the motion to dismiss would have received an affirmative answer on the authority of *Victor vs. The Fair*, 123 Fed., 424, the cases therein cited: *Bement vs. Harrow Company*, 186 U. S., 70; *Henry vs. Dick*, 224 U. S., 1, and certain other cases, particularly the so-called Anti-Trust cases which involve patents and patent rights.

The determination of the motion, as I think, depends upon the effect, if any, to be given to *Bobbs-Merrill Co. vs. Straus*, 210 U. S. 339, and *Bauer vs. O'Donnell*, 229 U. S., 1, as modifying the views thus heretofore entertained.

"Grant that a patentee cannot, by a mere notice, burden an article during the life of the patent, with a resale price restriction; that he cannot make a notice attached to the article discharge the function of a 'covenant running with the land' as in real estate sales; that when he sells he sells; we still have the question, how effectively can he and his vendee bargain respecting the exercise of his exclusive right of sale.

"If it be the law that he cannot make any bargain with his vendee which involves price restriction, then, of course, in that respect he is on competitive and not on monopolistic ground. He is in the position where he may rightfully withhold the manufacture, use and sale, from the whole public, and yet, when he proceeds to sell, must submit to the very policy which the public, in granting him the monopoly, had surrendered to him.

"In view of the language in *Bauer vs. O'Donnell*, which discloses so clear a purpose to limit it to the precise facts, it is my judgment that it does not and was not intended to overrule the other cases which seem so firmly to have established the general proposition upon which the sufficiency of the complaint in the present case depends. In other words, the complaint shows a contract which, against the defendant, as a purchaser from the patentee, is valid and enforceable."

N. Y. TRIBUNE ATTACKS CHICAGO HERALD BOOK SCHEME—DAMAGE SUIT FILED BY SYNDICATE PUBLISHING CO.

ON Sunday, October 3, Samuel Hopkins Adams, who has been conducting for the *New York Tribune* a series of exposés of alleged fraudulent advertising schemes, launched a four column attack against the bookselling scheme which the Syndicate Publishing Co. has conducted recently with the *Hartford Courant* and the *Chicago Herald* and to which full reference has already been made by the *PUBLISHERS' WEEKLY*. The Syndicate Co.'s reply to the attack was the filing of a \$100,000 damage suit against the *Tribune*.

The substance of Mr. Adams' attack is summed up by himself as follows:

"1. The books offered are not new or up to date. Current novels are not sold for cheap republication.

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paid by the Syndicate Publishing Company. On the contrary, they are books which have already failed to win any considerable measure of popular favor.

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Finally, the place to buy bread is at the baker's, not at the plumber's. The place to buy milk is at the dairy, not at the jeweller's. And the place to buy books is at the bookseller's, not at the confectioner's, the music dealer's, the clothier's, the cigar vender's, the butcher's, the baker's or candlestick maker's, most of whom appear on the distribution list of the Syndicate Publishing Company plan. To one class of readers, but to no other, the plan

can make a logical appeal. Those who are satisfied to let a second-hand publisher select their reading for them from a list of 'nightingales' and 'remainders' of past years should by all means clip the coupon. They will get the worth of their twenty-three cents."

Mr. Adams quotes the following statement by Charles E. Butler, president of the Board of Trade of the American Booksellers' Association regarding the Chicago Herald scheme:

"The series of advertisements by the Chicago Herald is looked upon by the booksellers of the country as regrettable, to say the least, and misleading.

"Under the heading 'The World's Most Popular Novels' appears a list of eighty-two titles of the books of the day, giving their published prices and stating 'Only eight—a new one to be announced each Sunday—have been selected from the following list of \$1.25 and \$1.50 copyrighted novels.' The average reader would naturally conclude that here was an offer of certain works by leading authors, sold on the average of \$1.35 net, which could be bought for 23 cents.

"As a matter of fact, none of the successful books in the printed list can be obtained. On the contrary, only such books can be purchased at 23 cents of the Chicago Sunday Herald as

have had comparatively small sale and are not now in demand and some which have even been offered and sold to the trade nearly a year ago as 'remainders' and so sold at about this price.

"What was the intent of publishing a list of eighty-two books to sell eight?"

"Why not announce the titles of the eight books which they intended to sell?"

"That would have been fair trading."

"The effect of such advertising and exploiting of books must reflect upon and do harm to the legitimate trade and to the people. The uninformed book buyer, not knowing the nature of such deals as this, imagines that there must be vast profits made by the booksellers, as shown by the wide difference in price for the same book—\$1.35 vs. 23 cents. Nor are they to blame. By such advertising and exploitation the bookseller is put on the defensive, and must explain to the doubting buyer. It is made all the more difficult for the bookseller, as these 23-cent books have an outside wrapper with the price \$1.35 or \$1.25 net printed on them just as when the book was first issued."

"This entire advertising in question is deceptive from beginning to end, and publishers are surprised that the Chicago *Herald* would lend its name to such an enterprise. It is wrong to the consumer, wrong to the trade and not a square deal to anybody."

According to Mr. Adams, the Syndicate Publishing Co. expects to extend its plan in the near future to Minneapolis, Scranton and Springfield, Ill.

USING DRESSES TO SELL BOOKS.

ONE of the most novel book-selling co-operative schemes to be "pulled off" to date is now under way as the joint work of the Penn Publishing Company and the Goldman Costume Company, manufacturers of dresses in New York City.

Mr. J. J. Goldman of the dress firm was familiar with the wide popularity of the "Betty Wales" books of the Penn Publishing Company. He made dresses for girls. What was simpler than to conceive a series of "Betty Wales Dresses," and, by co-operation, to link up his advertising campaign with the publisher's own?

The result is that he has designed three styles of attractive blue serge suits, according to the Penn Publishing Company, "very natty, jaunty and strictly up-to-date." They sell for \$15 each, one picked dealer in each town only handling them, and it is expected that ten thousand will be sold this first season.

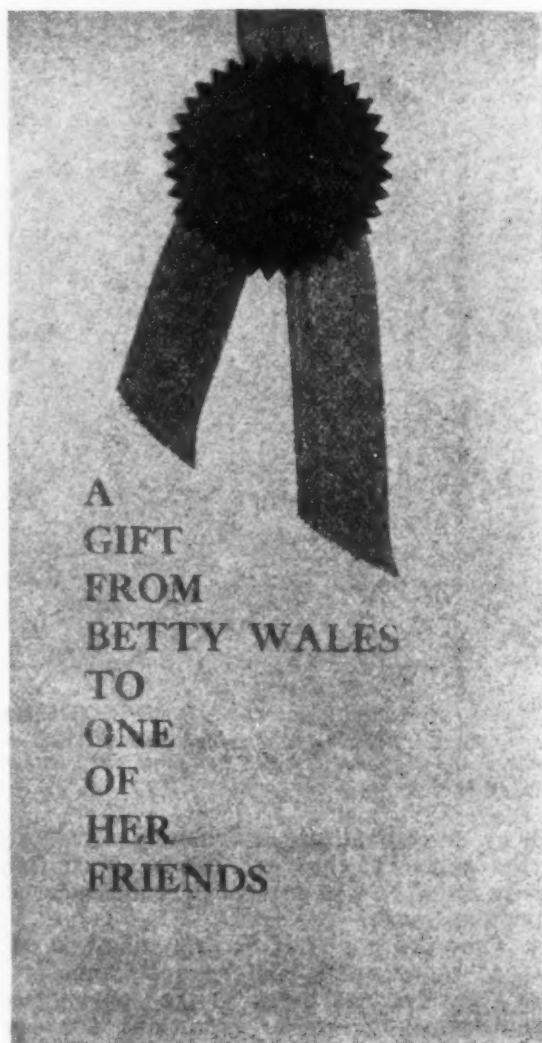
On the skirt of each of the dresses sold is stitched an impressive coupon (outside of which is reproduced herewith). Inside is a neatly printed card bearing the following words:

A BETTY WALES BOOK FREE FOR YOU

Although the Betty Wales books have had a wonderful sale and are known to thousands and thousands of girls and young women, there are yet many who have not had the opportunity of reading all of the series of which there are eight books. Knowing that all girls and women love Betty Wales, we have arranged to present free of cost, one of the books to every pur-

chaser of a Betty Wales dress, your only obligation being to help us make five of your friends happy by sending us their names and addresses so that we may tell them just how they may also secure one of the Betty Wales books free of cost.

The titles of the eight "Betty Wales" books are listed so that the purchaser may choose the book which she prefers. The manufacturer of course hopes to sell one or more additional dresses to each of the five new girls; and Mr. Shoemaker hopes the local book-



THE BETTY WALES CERTIFICATE.

seller in the case will eventually sell one to seven more "Betty Wales" books to each of the six girls concerned!

And, it might be added, that the idea is working out to everybody's satisfaction. The PUBLISHERS' WEEKLY Fashion Editor vouches from sight of them that the dresses are attractive! They are selling like hot-cakes. And as a corollary, sales of "Betty Wales" books have taken a new boost. Incidentally, there are prizes for book salespeople in connection with the campaign—"Betty Wales" suits, of course.

There was considerable circularizing of local dealers, both on the book and clothing sides. And, it might be added, that in nearly one-half of the cities and towns in which the

dressess are being offered for sale, the Penn Publishing Company was unable to find record of a single bookseller!

W. K. STEWART TAKES OVER DEARING STORES IN LOUISVILLE.

W. K. STEWART, the well-known Indianapolis and Cincinnati bookseller, has bought the C. T. Dearing bookstore and the Dearing Book Shoppe in Louisville, Ky., which were thrown into bankruptcy at the beginning of the summer. It is Mr. Stewart's intention to continue both stores for the present.

While it is a matter of regret to many in the trade that this means the retirement of C. T. Dearing from the book business, yet it is very fortunate for the trade in general that the Louisville territory falls to such an able younger man. Mr. Stewart's Indianapolis store, which he took over in 1909 from the Bobbs-Merrill Co., is one of the model retail plants in the trade, and the Stewart & Kidd store in Cincinnati, formerly the Robert Clark Co., is equally well known.

PAPER AS A FINE BOOK-BINDING MATERIAL.

HAVING regard to the present scarcity and dearness of really good leather for bookbinding purposes, a writer in the *British and Colonial Printer and Stationer* suggests that some of the "extra" binders give a trial to paper. The chief question involved, he goes on to say, is, of course, that of durability, and it may be admitted at once that for reference books and public library use paper is out of court. But where work done for private customers is concerned, the matter is quite worth considering. Books bound in paper-covered boards are no novelty, but such external decoration as they can boast of is generally printed, or very occasionally blocked, whereas there are other and better possibilities, so far as the use of this particular material is concerned. One of them, which was certainly in use in the latter part of the eighteenth century, if not earlier, is the gold-tooled paper cover.

The material employed was stout unglazed paper, and it was manipulated just as the leather would have been, *i.e.*, drawn on over the boards, pinched up into raised bands at the back, and gold-tooled in the ordinary way. Needless to say, the paper was hand made, and the machine-made sawdust-cum-clay variety current at the present day would be of no earthly use for the purpose. It may be objected that hand-made paper cannot now be procured self-colored, except as the result



A WINDOW WHICH "SOLD MORE BOOKS AND CREATED MORE ENTHUSIASM THAN WE HAVE HAD IN A LONG TIME."

Thus the Nusbaum Book and Art Co., of Norfolk, Va., describes this window display of Sir Gilbert Parker's "The Money Master" (Harper & Bros.) The "money" bags were borrowed from one of the local banks and were filled with tissue paper and washers, to simulate currency and coin. College "greenbacks" were also scattered about the window. A huge dollar mark, cut from cardboard, was pasted against the front glass and helped carry out the money idea of the display.

of a special making order, which would be expensive, but it would be quite easy for the binder to buy a suitable kind of white paper and surface-color it himself, as was probably done with the cover illustrated. It is not, of course, suggested that a binding in paper boards was, or should be, used for edition work, for which it is clearly unsuited, but for special individual jobs it might well be given a trial.

Strongly-sized colored paper lends itself well to being glaired, and the effect of gold tooling, as distinguished from blocking, or printing followed by the dusting-on of gold powder, is much superior to either of these latter methods. Even apart from its comparative cheapness, this type of binding in boards offers something in the way of a distinct novelty, and as such might appeal to many patrons of binding who are satiated with ordinary leather work. The edges, or at any rate those at the fore and tail, should be left uncut, and although the back may be "fully gilt" the decoration of the cover might well be confined to a border, with or without a central ornament, as this class of binding

should not be treated in such a way as to compete with high-class leather work, but rather to contrast with it as a matter of simplicity of design. For the same reason, the end papers should be of plain white hand-made paper. Good forwarding is essential, given which there should be no more difficulty in "finishing" the paper cover than would be experienced were it of leather. As to lettering, that may be done on a piece of black leather or black paper pasted on the back of the book. Bodoni, the celebrated Italian art printer, who died about a century ago, bound in paper-covered boards most of the small books that issued from his press, providing the backs with gilt tooled or stamped lettering pieces of colored paper, and numbers of these bindings, which were intended to be permanent, remain practically uninjured to this day. A binding in paper has one great advantage over leather, *i.e.*, it is quite unaffected by the fumes of gas, etc., which would soon reduce some leather to a hopeless state of disintegration, and if the surface-coloring medium used on the paper contains a little oil, an occasional very slight application of vaseline, or some similar preservative, should do it no harm, and help to keep the paper from becoming dry, brittle, or exhibiting any tendency to crack at the joints.

WHY WE BOUGHT OF THEM.

A RECENT number of *System* contains the following article by Charles A. Goddard which is full of suggestion for every retailer.

For about two years we have been residents of a city of one hundred thousand population, after spending most of our lives in Chicago. It never occurred to my wife or me to figure out just why we had traded at certain places in Chicago; probably we could not have decided just what influenced us in our preferences for some concerns and our prejudices against others. It would have taken us back too far for definite recollections.

At the end of the two years here we find ourselves very steady patrons of certain stores in this small city, while there are other stores that have secured but little of our patronage. Now that we come to think it over, buying experiences are very clear in our minds. In telling of them I make no pretense of a fine analysis of salesmanship, advertising or store service. Our preferences present the facts, and the experiences we have had may throw light for dealers on the influences that made their customers buy or go to other stores.

A REAL ESTATE MAN WHOSE SALES METHODS BELIED HIS ADVERTISING

Here is our first adventure. On a Sunday afternoon we walked about the residence districts and noticed a number of signs reading, "Ask Adamson, the real estate man; he probably knows." My wife accordingly entered his office on Monday to learn what renting properties he had. His answer was such as to cause her to feel she had intruded. This is what he said: "We don't bother with renting. We only buy and sell property." There was no "I'm sorry," or "I would suggest you see Salters & Co., who handle renting property."

He, however, merely turned aside to his desk to indicate that the interview was ended and he was a very busy man. That was the last time either of us entered that man's office. You will see later where this treatment cost him a prospect, possibly a customer.

The evening paper contained a list of several houses for rent under the advertisement of another real estate man. A telephone call the next morning secured an appointment; and a representative drove us to the properties. The man and his employer were patient and very courteous, even after we had told him that none of his houses suited us. The representative, at least, gained by this kind of treatment, as future experiences showed. Very likely the real estate man himself would have gained but for his leaving to enter business in another city.

The house we selected was secured by following up a "want ad" and renting direct from the owner. The day the house was rented a salesman for a house furnishings store called on the owner and secured our name and temporary address. Then he called on us. He "presumed we would need window shades, rugs, and other things for the house." He mentioned that he was out of the "high rent district" and would send a man to take measurements and quote prices and fix us up promptly. He secured an order that would otherwise have gone to some store downtown. It seems that he goes about town a good deal in his car and keeps an eye on rent signs. The policy paid him, I believe; at least it did in our case.

There are two modern and about equally attractive grocery stores and markets within a short distance of the house. While we were in the midst of our "scenery" shifting the first forenoon a man appeared at the door and explained that he was proprietor of a grocery just three blocks down Main Street. "Thought you'd be too busy to come over to the store and that you would be tired and hungry; so I just stopped in to say I would send over in a hurry anything you want for dinner. I deliver to your new landlord, and he told me you were strangers just moving in." A fat pile of canceled checks proves it pays to be on the job. And later we by chance discovered that the rival grocer lived right next door to us.

THE MERCHANT WHO PREFERRED LOAFERS TO BUYERS

During one of the first few days in town I stepped into a cigar store for an after-lunch "smoke." Against the wall opposite the cigar counter were several loafers who were in a very strong argument regarding whether so and so was guilty of a crime for which he was being tried. The clerk was holding his own, but with the result that I got but a word or two between sentences and hardly a look. He was talking over and around me.

"Here's our five-cent brand," and "Here's our ten-cent brands," were the helpful suggestions I received. I bought quickly and grudgingly. Later I found myself visiting a store where the clerk is apparently in no more hurry than I am. Loafers are not tolerated, and he makes

me feel I'm the only person before the counter. I never feel that I'm blockading traffic if I hesitate in making selection. He picked up my name very early, probably through some acquaintance.

On a side street on my way from the office I spotted a little "home" bakery. A long triple-deck show case in the window shows the wares to passersby. A show card at the bottom of the case reads, "If you see it in this case you know it is fresh-baked to-day."

The bakery is a home bakery and the sign tells the truth. In spite of the fact that the larger competitors downtown deliver goods on telephone orders, I find that the little shop through its window catches patronage from hungry homeward-bound men as well as their wives.

Another adventure: I got very well acquainted with the proprietor of a camera shop a good many months before we took an interest in the expensive-but-pleasurable art of "kodakry." The arrival of an heir hastened our falling victims to this malady, but he had nothing to say as to where we should buy the materials. One day I found a kodak and some films at home.

"I got this down at Wells's," explained my wife. "In their window they had some of the

cutest pictures taken with this size kodak, and I hated to think that we were letting sonny's baby stunts go to waste when it's so easy to catch them."

Next day I noticed the window display to which she referred. In it were a number of cameras of various sizes such as you will see in any kodak shop window; but beside each camera were a number of amateur pictures of the size made by that camera. The names of the "artists" were on the prints. Other local shops show very few photographs, and those obviously taken by professionals. I presume the amateurs' prints cause a prospective customer to say, "Well I can do the same." If I were selling cameras I certainly would follow the example of the shop we patronized.

Coal is an important family budget item, and after buying ten tons of it from one company I got a load that had, it seemed to me, more than its share of slack—the coal was supposed to run even in size and be clean. When I sent my check for the load I mentioned that this would very likely be my last purchase of that concern; and I explained the cause of my dissatisfaction. I kept the matter open for a reasonable adjustment. I got no reply, nor did the receipted bill come back; so after waiting a week I ordered of another concern. A



A DISPLAY OF HOWARD VINCENT O'BRIEN'S "THIRTY" (DODD, MEAD & CO.) MADE BY B. A. ROGERS & CO., OF LOS ANGELES.

Unfortunately reflections in the photograph spoil part of the window's effect.

telephone message or letter would have held for them a good customer. And competition in our city is such that a regular customer is not to be snickered at.

There are at least two safe ways of dealing with the consumer who makes a small purchase and offers a large bill in payment. One is to dig down, hand out your change and smile; the other is to explain that your change is low and ask the patron to pay for the purchase the next time he comes in. A man made a ten-cent purchase of a storekeeper one day while I was waiting my turn, and in payment handed over a ten-dollar bill. The storekeeper glared at the man, fingered the bill and remarked:

"That's a mean trick. If you'd asked me for change I'd have given it to you."

The patron became angry, and threw down a dime, saying as he did so:

"Here's the money, if that's the way you feel. I did want change, but I hated to ask for it and not buy something. Now, I'll never come in this store again."

Being an innocent bystander, I was disgusted by the storekeeper's viewpoint. I do not believe I have ever been in his store since. He killed two customers with one sneer.

Another experience was with a clothing salesman who was reluctant to show more than one or two garments during a mark-down sale. Every time I asked the regular price he muttered something about "what people expect for nothing." I continue to buy from that firm, for business reasons; but make it a point to dodge that salesman. When the house loses profit on a garment, it is doubly bad for the salesman to rob his house of advertising opportunities.

One day I entered a small haberdashery shop to buy three shirts. The proprietor himself waited on me. He showed me a number, suggesting that I take a certain one. It may have been—very likely was—a real bargain; but rather too flimsy for one who expects from a shirt the service I aim to get. I picked out another. The man literally laughed at me. Not only that, but he called out his assistant across the shop:

"Say, Will, what do you think of this fellow? He's passing up the dollar-eighty-eight Master shirts for one of these Salems!"

The reply of the assistant was embarrassing to say the least. It cut that sale short and I have never been back.

My wife visited a large store that for merchandise and attractiveness has no reason to apologize to anyone. She was in search of a coat. A pompous saleswoman condescended to wait on her (condescended is the correct word). While she brought out three coats, she kept two in the background, really trying to force the one to the extent of arguing against the selection of my wife, even after she had made up her mind she wanted one of the other two.

Then the saleswoman left in midair a sale that really was just about completed. A couple of women entered, and she stopped sales operations to discuss with them a gar-

ment left for alterations. Without a word of apology she left my wife and went to get the garment for the other two customers. My wife had opportunity to think over the purchase. The impression was that the saleswoman had some ulterior motive for forcing the garment she had insisted that my wife take, and was miffed because it was not taken. While the saleswoman was away my wife left. She has never gone back.

Let me show the other side of the canvas. One Sunday I asked a druggist for a certain item which he did not have in stock. He volunteered to get it.

"No, I won't bother you," I said. "It's only a quarter article, and I guess I'll find it down the street."

But he insisted. "Say, if it were only ten cents, I'd get it anyway. We've got a boy and a bicycle here with nothing else to do. I'll get it and have it out at your house before you get there."

He did. I felt rather obliged; besides, I have always found him courteous and appreciative of business. It is really a pleasure to trade at his store.

When we decided to tackle the home-of-our-own problem we got in touch with several real estate men. You may be sure we did not go near the man who didn't "bother with renting properties." One man showed us his properties and said he would figure out a proposition and call at our home a certain evening. He was there, all right. He had sized up our requirements and got an inkling as to our location preferences. He is an ex-politician, and I believe appreciates the advantages of talking matters over by the fireside. And he followed up his first visit with others. Really there didn't seem to be a better proposition, and we bought.

One noon I stopped at a furniture store to buy an article of furniture. The only salesman on the floor was showing several women some goods. He could not have failed to notice me; yet he did not greet me. Nor did he let me know whether or not he would soon be at leisure. Being in a hurry to get back to the office, I left, after waiting a few minutes; and he made no effort to intercept me.

I visited another store. A salesman showed me the article and said he would cut the price to a certain figure. This was not in response to any dickerings. I promised to call him up after I had talked over the matter at home. We decided to buy. The next day when I telephoned the store my salesman was away. I mentioned the article, and the salesman talking named the original price. I told him Mr. Hopkins had given me a better price. He asked me to call up later, as he did not know how much Mr. Hopkins had knocked off. This sounded too much like a three or four price house, so I bought of another concern, undoubtedly securing as good value—at least no one else was getting a better price.

I bought another article at a store that has never yet made a second price. I believe they would feel insulted if I even mentioned a

reduction from the marked price. One of the salesmen at this place is the former real estate salesman who so kindly, but in vain, drove us to the renting properties his former employer had on his list. This renewed acquaintance has, I hope, been to his profit.

As I have said before, the foregoing experiences are told with no pretense of analysis. When a man spends the dollar he earns he is not interested in salesmanship or store service, but he is interested in making his dollars get him value and courteous treatment. And he will usually "shop around" until he hits the right place to trade; and when he has found it, he is likely to stick.

HOW TO BUY BINDING LEATHER.

Gane Bros. and Co., Chicago bookbinders, issue a little monthly periodical entitled *Bindery Talk*, in a recent issue of which appeared the following notes on how to buy leather: We wish, they say, that we could make people understand more clearly, when buying leather, that there is much more to it than getting the price per foot or dozen. Let us use as an illustration a simple, every-day occurrence. Two houses make a quotation on the same kind of leather.

One quotes 11 cents per foot, the other 12 cents per foot, and both on leather measuring, say, eighty feet to the dozen. Which is the cheaper? You say at once, the 11-cent quotation. Many times it is not so. Why? Supposing the 12-cent leather cuts forty-eight covers of a given size. That would mean that \$9.60 cost per dozen would cost you 20 cents per cover. Suppose that the 11-cent leather, owing to the shape of the skins, or imperfections, cuts only forty-two covers. Then the dozen costs \$8.80, and the cost per cover to you is nearly 21 cents. There is no imagination about this. Similar cases occur every day. Too many people buy on price alone. On any kind of leather the great thing to take into consideration is the cost per cover or piece to you, of a quality that is consistent with what you wish to produce. It is safe to say that no man is bright enough to determine which offer is cheapest, by means of a small sample and a price. Quality, or such freedom from holes or imperfections that enables you to cut the greatest number of square inches out of a foot of skin, is what counts. Every foot of leather that you are obliged to waste costs just as much as that you use.

POST-DATING INVOICES.

A large fountain pen manufacturer has sent this announcement to his customers:

"It occasionally happens that in making out our monthly statements, charges made during the last few days of the month are not listed. Consequently these items appearing on the next month's statement cause confusion.

"In an endeavor to avoid this as far as possible, we will date all invoices made after the 27th of the month as the first of the following month.

"Trusting this action will bring about the desired results and will meet with your approval, we remain."

One stationer has summed up the situation in this respect as follows:

"There is hardly a month that it is not necessary for us to write at least one or two dozen letters calling the various manufacturers' attention that their bills dated from the 27th to the end of the month have been changed to the first of the following month. In most cases the goods have not been received and we cannot check up the bill, and it also interferes with our system, as each month's invoices must be passed in to the bookkeeper not later than the 28th of the month, as we have a system which shows the exact profit or loss at the end of each month. We feel sure that other stationers throughout the country are experiencing the same trouble, and if this action were taken by the manufacturers it would save considerable expense and avoid confusion on the part of both bookkeepers at each end."

This custom is also carried out, we understand, by some of the large retail stores in New York who carry charge accounts, and it might well be adopted generally by manufacturers and retailers.

POSTAL NOTES.

HOW INCLOSURE OF ADVERTISING LEAFLETS IN BOOKS AFFECTS RATES.

The Post Office Department ruled recently that postage upon books in which leaflets are inclosed must be paid at the third-class rate in case postage chargeable at that rate is more than it would be at the fourth-class or parcels post rate. The following explanation of this ruling has been given out by the third assistant postmaster general in answer to certain complaints which the Department has received:

"In this connection it is deemed proper to point out that advertising leaflets such as the publishing houses desire to send with their books may be inclosed therewith without affecting their classification in cases where the postage on the parcels at the parcels-post rates would be lower than the third-class rate, by prepaying postage on the parcels at the latter rate, which rate was chargeable in all instances prior to the extension of the fourth-class rates to books. You will see, therefore, that no privilege has been taken from publishing houses in this respect, but, on the contrary, additional facilities have been accorded to them, since the parcels-post rates as a whole, when applied to mailings of books, are far more advantageous than the flat rate of one cent for each two ounces or fraction thereof."

BOOK TRADE ASSOCIATIONS.

BOOKSELLERS' ASSOCIATION OF PHILADELPHIA.

THE Booksellers' Association of Philadelphia boasts that it has brought into the Philadelphia book trade a spirit of co-operation, a craft feeling, that has not existed for a

generation. It is planning during the coming year to "break all records."

The first dinner of the season will be held on the evening of October 15th—at the Franklin Inn Club, as usual. An effort will be made, so far as possible, to make the talks at each of the dinners center about a particular topic. The first meeting will be "Juvenile Night," Franklin K. Mathiews, Librarian of the Boy Scouts of America, and Everett T. Tomlinson, author of many books for boys, will be the speakers. The November dinner will be "War Night," and Robert W. Neeser, Charles E. Lauriat, Jr., and, it is hoped, Irvin Cobb will be the big guns on that occasion. January will bring "Lippincott Night" and February, "Ladies Night." "Debate Night" in March will be enlivened by a cheerful scrap between two booksellers over the question: "Are too many books published in America?" In the words of the backers who are arranging the bout: "Fifteen-minute rounds, Queensberry rules, an iron-fisted referee, and no hold barred. The audience will award the decision, and apportion the gate-money." April and May programs will be announced later.

All intending to be present at the October 15th meeting are requested to signify their intention at once. Guests are always welcomed—providing the cook knows about them in advance.

OBITUARY NOTES

FRANK T. SABIN, long associated with the rare bookselling trade in New York, died in London on October 1.

FRANCOIS FERTIAULT, Dean of the Society of French authors, died in Paris on October 6, at the age of 102. He was a prolific writer, his last book being "One Hundred Years Old."

AS WE GO TO PRESS word comes of the death of John Bishop Putnam, member of the firm of G. P. Putnam's Sons, which occurred on October 7, at his home in Harrison, New York.

JOHN KIPLING, of the Irish Guards, only son of Rudyard Kipling, is reported in the latest casualty list as "missing and believed to have been killed." Young Kipling was only eighteen years old. On account of his delicate health his parents were reluctant to allow him to enter the army, but the boy insisted that he should assume his share of the war.

EDWARD MADISON, president and treasurer of the Edward Madison Company, booksellers, of Montclair, N. J., died on October 5, at his home in Montclair, in his sixty-sixth year. The Madison store is one of the best equipped book stores in the state of New Jersey. Mr. Madison was a member of the American Booksellers' Association and attended almost every convention of that body, taking a lively interest in all of its affairs. He was born in 1850, in Montclair, then known as West Bloomfield. He was educated in the public schools, and as a young man engaged in business in New York with the dry goods firm of S. B. Chittenden & Co.

About 1870 he started out for himself in Montclair, in the stationery and printing business, the store being located in the Jacobus building in North Fullerton avenue. He later moved to Bloomfield avenue, and in 1911 the present Madison building on the latter street was completed.

PHILIP ROEDER, 69 years old, president of the Philip Roeder Book and Stationery Company, at 703 Locust street, St. Louis, Mo., died on October 1 at his home in that city. He was stricken with paralysis while at his office on March 9 of this year. Mr. Roeder began his business career as errand boy in the book store of W. H. Gray. In 1879 he opened a book and stationery store a few doors away, of his own. About 1890 he moved into larger quarters at Fourth and Olive streets, on the site where the Rialto Building is. When that structure was erected he moved to 307 North Fourth street. The erection of the Security building on that site caused him to move to 616 Locust street, from whence he moved to the present location of the firm, 703 Locust street. The business will be continued as in the past as a Corporation by Joseph W. Wood, vice-president and Charles W. Roeder, secretary. Mr. Roeder leaves an estate estimated at between \$60,000 and \$75,000.

REMY DE GOURMONT, well known French satirical writer, died in Paris on September 28, at the age of fifty-seven. He was the author of many novels and plays and wrote some philosophical works. He was the principal editor of the critical review *Le Mercure de France*. His published works include: Novels—"Sixtine" (1890); "Le Fantôme" (1893); *Les Chevaux de Diomède* (1897); "Le Songe d'une Femme" (1899); "Une Nuit au Luxembourg" (1906); and "Un Cœur Virginal" (1907). Poems—"Lilith" (1892); "Theodat" (1893); "Histoires Magiques" (1894); "Hieroglyphes," (1894); "Les Saintes du Paradis" (1898); "Simone" (1901). Other works—"Le Latin Mystique" (1892); "Proses Moroses" (1894); "Le Pèlerin du Silence" (1896); "Le Livre des Masques" 2 v. (1896-98); "D'un Pays Lointain" (1898); "Esthétique de la Langue Française," (1899); "La Culture des Idées" (1900); "Le Chemin des Velours" (1902); "Le Problème du Style" (1902); "Epilogues," 3 v. (1903-05); "Physique de L'Amour" (1903); "Promenades Littéraires," 2 v. (1904-06); "Promenades Philosophiques," 2 v. (1905-08); "Couleurs" (1908).

PERIODICAL NOTES.

THE PRICE of *Munsey's Magazine* will be reduced from fifteen to ten cents with the November number. The magazine formerly sold at this price.

THE FIRST ISSUE of a new farm periodical, the *American Agricultural Magazine*, will be issued from Grand Rapids, Mich., December 1 by the American Society of Agriculture.

The Outlook has begun a new book department in the front advertising section wherein all books received by it are listed, most of them with brief descriptive notes. As in the past, certain of the more important books will be reviewed at greater length from time to time.

AN IDEA OF THE SIZE of the printing end of the Curtis Publishing Co. plant in Philadelphia is afforded by the fact that the Curtis press department now includes seventy-five one-color presses, ten two-color, four three-color and seventeen four-color machines. To keep these in operation day and night requires 175 pressmen and more than 300 assistants.

LITERARY AND TRADE NOTES.

THE AMERICAN BIBLE SOCIETY announces the completion of a Portuguese translation of the Bible.

THE J. B. LIPPINCOTT Co. will publish at once "The Man from the Bitter Roots," by Caroline Lockhart, author of "Me-Smith."

DOUBLEDAY PAGE & Co. have added a booklet entitled "Who is Julia Page?" to their list of little brochures.

THE BUREAU OF ADVERTISING of the American Newspaper Publishers' Association will promote a National Window Display Week during the week of October 11-16.

THE HOUGHTON MIFFLIN Co. has postponed the publication of Mary Johnston's new novel, "The Fortunes of Garin," from the 16th to the 23rd of October.

THE H. W. WILSON Co. announce that the third five-year cumulation of the Readers' Guide is now under way and will be published late in the fall.

"No. 2, VOL. II" of *The Arranbee News*, the little Reilly & Britton news sheet, is out. It is cleverly edited and well deserves the time required to read it.

JOHN BOCKMEYER has resigned as President of the Becker Supply Co., manufacturers of bookbinders' cloths, George Becker having acquired all the rights and interests formerly held by Mr. Bockmeyer.

SEVEN OF STRINDBERG'S SHORTER PROSE TALES have been collected into a volume soon to be published by A. C. McClurg & Co. under the title, "The German Lieutenant, and Other Stories."

THE THOMAS Y. CROWELL Co. announces for immediate publication "Woman and Home" by Orison S. Marden, and "Land Credits, the Farmer's Friend" by D. T. Morgan, member of Congress from Oklahoma.

THOMAS B. MOSHER sends us a further correction for his catalogue which appears in the "Trade List Annual." "Runes of Woman" by Fiona MacLeod should be \$1.50 n. for the edition of 450 copies and \$3 n. for the edition of 25.

LOUIS UNTERMAYER is completing work on "Heine—Two Hundred Lyrics," a translation which is said to preserve not only the spirit of Heine but, for the first time, the exact meter and music. He has been working on this translation, a labor of love, for several years. The Century Co. will publish the volume.

TO ADVERTISE THE "OZ BOOKS" the publishers have made a large cut-out of the Scarecrow, the central figure of the new "Oz Book." The cut-out is lithographed in full color and

stands thirty inches high. It is mounted on extra heavy cardboard with easel back. A poster of the same size and carrying the same picture has also been made.

"THE MORAL OBLIGATION TO BE INTELLIGENT" is the interesting title of the leading essay in a volume by Prof. John Erskine, of Columbia, which Duffield & Co. will publish shortly. The other essays in the volume are "The Mind of Shakespeare," "Magic and Wonder in Literature," and "The Call to Service."

AMONG THE NEW VOLUMES OF PLAYS announced by Brentano's are: three plays by Brieux, "Woman on Her Own," "The Red Robe," and "False Gods"; three little plays by Maeterlinck, "Alladine and Palomides," "Interior," and "The Death of Tingiles"; and "The Dawn" by Emile Verhaeren.

WHEN THE AUTHOR of "The Great Illusion" speaks, a great many thoughtful people are willing to listen. For this reason "The World's Highway," Norman Angell's new book, in which he defines America's position in the present world crisis, will doubtless have a wide circulation. The George H. Doran Co. will publish it late in this month.

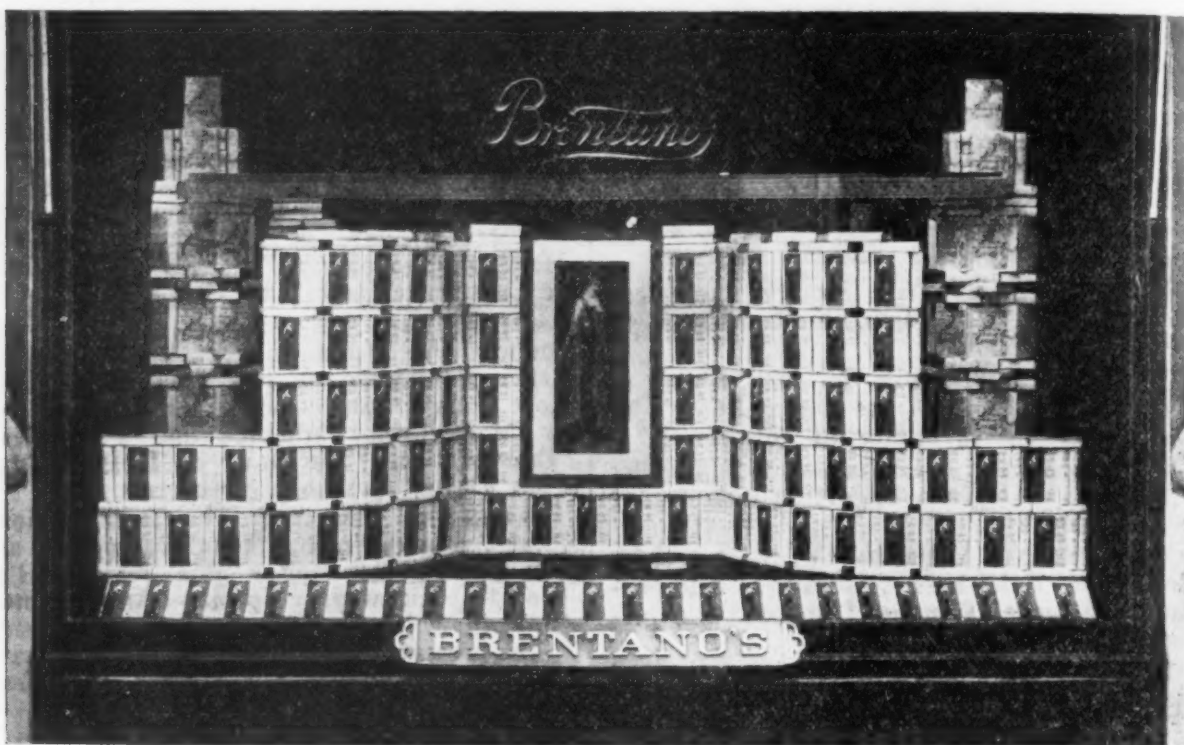
THE FIRST NEW VOLUME to appear in the *Tauchnitz Series* since that series ceased abruptly in July, 1914, is Münsterberg's "The War and America," number 4507. Two other new volumes, 4508 and 4509, are the same author's "The Peace and America" and Dorothea Gerard's "The Austrian Officer at Work and at Play."

THE NATIONAL SECURITY LEAGUE offers a prize of \$500 for the best article demonstrating the necessity and wisdom of reasonable preparedness against war by the United States. Manuscripts must not exceed five hundred words and must be submitted on or before November 1. Further details concerning the contest may be obtained from the National Security League, 31 Pine St., New York City.

THERE IS CONSIDERABLE DISCUSSION among the business men of San Francisco on the question of preserving some of the Exposition buildings and boulevards after the Exposition closes in December. Paul Elder has suggested that the city at least take over the Fine Arts Building, which is a fire-proof structure; also to keep intact the parking, and to keep and extend the bay shore boulevard. "All of these things would undoubtedly mean good business," Mr. Elder said.

THE CASE OF THE VICTOR TALKING MACHINE COMPANY v. S. R. H. MACY & Co., which was dismissed by Judge Hand last March, was taken to the Circuit Court of Appeals, which has now affirmed the dismissal. The Circuit Court, however, granted the Victor Company leave to file an amended complaint, and on September 15 the case was again dismissed by Judge Hough of the District Court of New York. The case has again been appealed to the Circuit Court, and is still open.

WALTER LIPPMANN, author of "Drift and Mastery" and "A Preface to Politics," has arranged with Henry Holt and Co. for the publication of his next book, "The Stakes of



A SIMPLE BUT STRIKING DISPLAY OF KATHLEEN NORRIS' "THE STORY OF JULIA PAGE" (DOUBLE-DAY, PAGE & CO.) MADE BY BRENTANO'S NEW YORK STORE.

Diplomacy." The volume, which begins with a consideration of the *Lusitania* crisis, attempts to picture the conditions under which diplomacy is carried on, the central problem with which it deals, and the general policy which a firm, peaceful organization of the world requires.

SMALL, MAYNARD & Co. are using a two-color combination post card and placard $7\frac{1}{2} \times 10\frac{1}{2}$ inches in size to advertise certain of their fall novels throughout the trade. One side bears the following appeal to "Mr. Bookseller": "Help us to help you make this Fall the biggest book season you've ever had. The reverse side of this card will get you orders if you put it up *now* where everyone who comes in will see it." The reverse side bears a description of the book with picture of the author and illustrations from the book.

GEORGE HAVEN PUTNAM'S "Memories of a Publisher," published to-day, contains much that will be of interest to members of the book trade. Some of the chapters, for instance, deal with: The Book-Trade and the Public; The Fight for Copyright; Some London Publishers of the Sixties; G. P. Putnam's Sons; and Some Later Publishing Undertakings. The book is carried to date, having an appendix dealing with the European War.

THE DRAMATIC MUSEUM of Columbia University is printing a series of limited editions of books dealing with the theory and practice of theatrical art. Four of these will appear this month, one by William Gillette, with an introduction by George Arliss; another by Constant Coquelin, with an introduction by Henry James; another by H. C. Fleming Jenkin, with an introduction by Brander

Matthews; and the fourth by Talma, with an introduction by Henry Irving.

GOVERNOR RALSTON proclaimed October 7 "Riley Day" throughout the State of Indiana "in honor of Indiana's most beloved citizen," James Whitcomb Riley, who was sixty-six years old on that day. Appropriate exercises were held in many schools throughout the state. Previous to the day Secretary of the Interior Lane wrote to the various state superintendents of schools, suggesting that one of Riley's poems be read in each school on the Hoosier poet's birthday.

150 LIBRARIES entered the "Contrary Mary" prize contest conducted recently by the Penn Publishing Co. The five prizes awarded to the following librarians in the order named: Mary Elizabeth Lane, Talladega, Ala.; Dorothy K. Sweeney, Oil City, Pa.; Edith Kathleen Jones, Waverly, Mass.; Tine C. Houston, Mexico, Mo., and Kathryn Sneed Gentry, Kansas City, Mo. The prize winning contributions will be published in pamphlet form and will be distributed among the librarians and the book trade. "Contrary Mary" is now in her thirtieth thousand.

IT MAY COMFORT BOOKSELLERS who wonder why under the sun publishers get out books on certain outlandish subjects to know that, according to the "American Book Trade Manual" soon to be published from this office, there is a man out in the Middle West who collects books on Lithuanian folk-lore, entomology, clairvoyance, bee-keeping, German carp and hair dressing, while another book collector in the same city collects the following specialties: cosmetics, beauty, Christian Science pamphlets, hair, clairvoyance, and spiritualism.

A NEW BOOK AGENT DODGE has just been disclosed by the New York Health Department which warns the public against a "wily woman book agent" who gets an introduction into homes where there is a case of contagious disease by representing herself as a nurse from the Health Department. Once inside she says she has come to give the only genuine information on how to treat such maladies. It is a "sign here and pay a dollar down" proposition which after the payment of twelve dollars secures to the quarantined family a book which "is the equivalent of a medical college course," telling how persons can make doctors superfluous by curing themselves.

"EVEN FEWER AND ALWAYS BETTER BOOKS" is the Doubleday, Page slogan for the fall of 1915. Exclusive of the small volumes in the *Drama League Series* and the *American Books Series*, there are only 20 new books on the Doubleday, Page fall list. The books scheduled for October 15th are: F. A. Parsons' "Interior Decoration"; "Secret History," a romance by the Williamsons; "The Duel Alliance," by Marjorie Benton Cooke; David Grayson's new novel, "Hempfield" (admirably illustrated, as are all of his books, by Thomas Fogarty); and Clayton Hamilton's valuable contribution to Stevensoniana, "On the Trail of Stevenson."

ANYONE WHO WANTS AN INTERESTING VOLUME in which to bury himself and forget the war should be guided to "The Voyages of Captain Scott," just published by Dodd, Mead & Co. The volume contains the dramatic and romantic story of the bold little band which fought its way "farthest south," only to find that Amundsen's band had preceded them and to die on the return journey. The book contains many interesting photographs and a reproduction of Scott's last entry in his diary: "We shall stick it out to the end, but we are getting weaker, of course, and the end cannot be far. It seems a pity, but I do not think I can write more. [Last entry.] For God's sake look after our people. R. Scott."

A PLAN FOR THE REORGANIZATION of the International Typesetting Co., manufacturers of the Intertype typesetting machine, has been prepared by the reorganization managers for the company. The new company, which under this plan will take over the business, will have new capital to the amount of \$1,000,000, without fixed charges, and will have authorized stock reserved for future requirements. Opportunity is given to bondholders and other creditors of the existing company, with due regard to their priorities, to exchange their claims for stock of the new corporation, and, at their option, to subscribe for additional stock to the amount of \$500,000 in cash. The subscriptions have been underwritten and the \$1,000,000 of new cash required by the plan is assured.

"DUKE JONES" by Ethel Sidgwick, which Small, Maynard & Co. are publishing to-day, brings out against a sharply contrasted background of sophisticated English society life, the character of Duke Jones, an ordinary

mortal, the casual type, simple, kindly and possessed of some rare qualities beneath his commonplace exterior. "Why, Theodora!" is the catchy and altogether appropriate title of a novel by Sarah Warder MacConnell which the same house will bring out on October 16. Theodora is both original and innocently unconventional. Her attitude toward life and the results of her efforts to realize her ideals lead her so far afield from the beaten paths faithfully trodden by her relatives that they and her friends are in a constant state of surprise and disapproval.

"THE CONFESSIONS OF AN UNDERGRADUATE," which appeared recently in the *Outlook*, stirred up criticism in every section of the country against this system of college training which, in the scornful words of The Undergraduate, "teaches men to loaf." As a refreshing contrast to this comes a book from Charles Scribner's Sons, "Through College On Nothing A Year," by a graduate of the class of 1915 from the same university from which The Undergraduate graduated two years before. The man who worked his way through "on nothing a year" called it "the finest four years of his life," and when asked "Are you sorry you did it?" answered "A thousand times no." "Through College On Nothing A Year" should be bought, begged, borrowed, or stolen for every man in college or planning to go.

ACCORDING TO THE New York *Herald* of October 3, the revised personal tax lists of New York City assess the following publishing firms for \$500,000 or more: American Bible Society, \$1,000,000; American Book Co., \$1,000,000; D. Appleton & Co., \$500,000; Butterick Publishing Co., \$1,000,000; Century Co., \$500,000; P. F. Collier & Son, \$1,000,000; Dodge Publishing Co., \$500,000; George H. Doran Co., \$500,000; Encyclopædia Britannica Corporation, \$500,000; Harper's Weekly Co., \$500,000; Orange Judd Co., \$500,000; Leslie-Judge Co., \$500,000; Methodist Book Concern, \$1,000,000; F. A. Munsey & Co., \$1,000,000; Thomas Nelson & Sons, \$500,000; North American Review Corporation, \$500,000; Outlook Co., \$500,000; Oxford University Press, \$500,000; Pictorial Review, \$1,000,000; Puck Publishing Co., \$500,000; and Frederick A. Stokes Co., \$500,000.

B. M. BOWER'S NEW NOVEL, "Jean of the Lazy A," is a tale of the "movies"—not the fake "Wild West" "movies" taken in Paterson, New Jersey, but the real movies that transplant cameras and sweating photographers to the land of greasewood and sage brush. Jean Douglas' father is accused of killing a man found dead in his house. A cow puncher is missing from the ranch, and to get money enough to carry through the capture and prosecution of this man whom Jean believes to be guilty, she takes to the "movies," doing stunts on horseback in a feature film to be known as "Jean of the Lazy A." Suddenly, by chance, she locates the much-wanted man and—he turns out to be innocent. The search is about to begin again—when the dénouement comes! "Jean of the Lazy A" is published to-day by Little, Brown & Co.

WHETHER or not one likes the "base drum" style of Carlyle's "French Revolution" it must be owned that he does make the high lights of that struggle exceedingly vivid. This method of emphasizing the high lights has been carried further by Hilaire Belloc in an exceedingly interesting volume on the French Revolution which the Century Co. is about to publish. He has chosen the outstanding moments of the great upheaval, such as the revolt of the Commons, the flight to Varennes, the storming of the Tuileries, and the execution of Louis XVI, linking them together by brief notes condensing the intermediate development of events. A real feature of the new work is a series of fifty or more reproductions of paintings and engravings of the period, illustrating the events and persons described.

"NOW THAT THE LONDON BOOK AUCTION SEASON has come to a close and the American season has not yet opened, there is an opportunity to take a review of what has been, on the whole, the worst book season for years," says a writer in the Boston *Evening Transcript*. "In this country there have been few sales in New York, there have been no remarkable offerings of rarities, and while the prices for the very scarce items have not suffered appreciably, prices have been lower for the general run of books than for several years past. In England there have been fewer sales, and the most important ones have been postponed to await a more favorable market. The dispersal of the great collection of book rarities formed by the late Henry Huth has been halted by the war, and outside of a few notable offerings at Hodgson's and Sotheby's, the only sale of importance was the dispersal of the library at Frognal. This library, which contained the remarkable Sydney papers and correspondence of George III., owing to a variety of circumstances did not bring anything like the real value of the items offered."

INTEREST IN RUSSIAN LITERATURE apparently continues unabated in this country and another publisher, John W. Luce & Co., is announcing a series of Russian fiction for the fall. Volumes by Tchekov, Danchenko, Sologub, Korolenko, Kuprin, Schestrov, and others will be published, by arrangement with Maunsell & Co., of Dublin and London. Of these, "The Bet and Other Tales" by Tchekov and "With A Diploma and The Whirlwind" by Danchenko will appear in October, while Korolenko's "The Blind Musician" and Kuprin's "The Shulamite" will be brought out later. Among the other books which Luce announces for October publication are: "Taps," an anti-militarist play by Franz Beyerline, the scene of which is laid in a frontier post in Alsace garrisoned by Uhlans, and to performances of which German officers and soldiers were forbidden to go; "Mind Cures," a discussion of the various aspects of mental healing, by Geoffrey Rhodes; "My Marjonary," phantasy and verse by Robert Carleton Brown; "Evolution and Other Poems," a pocket edition of Langdon Smith's "Evolution" with other poems selected and edited by Laurens Maynard; "The Quest for

Dean Bridgman Conner" by A. J. Philpott, an authentic narrative of the search conducted by the Boston *Globe* and the American Society of Psychical Research under the late Professor William James and Dr. Hodgson acting on the directions of the famous medium, Mrs. Piper, for Dean Bridgman Conner, a resident of Burlington, Vermont, reported to have died at the American Hospital in the City of Mexico, including a verbatim transcript of the communications received through Mrs. Piper; and new editions of Lord Dunsany's "The Book of Wonder" and Franz de Jessen's "Katya."

BUSINESS NOTES.

BUTTE, MONT.—The Lyon Law Book Company, Butte, Mont., has been incorporated with capital stock placed at \$2,500, divided into 2,500 shares of \$1 each. The directors are Harry Meyer and Martin Meyer, of Butte, and A. G. Lyon, of Oakland, Cal.

EUGENE, ORE.—Allen Eaton is closing out his Book and Art Store.

NEW YORK CITY.—A new twelve-story printing building at 318-326 W. 39th St. is the latest addition announced for the rapidly growing printing and publishing district around the Pennsylvania Station. Despite the fact that the contract for its construction was only let on October 1, W. A. White & Sons, who will manage the building, announce that several floors have already been rented.

PROVIDENCE, R. I.—The College Book Store is offering 50 cents on the dollar.

PICK-UPS. HIS GUESS.

Mrs. Flatbush—This paper says India has 315,000,000 people, less than half of whom can read even the native vernaculars. What are the vernaculars, John?

Mr. Flatbush—Oh, the "best sellers," I guess. —*Yonkers Statesman*.

THE LATEST FORD STORY.

Have you heard the latest Ford story? No? Well, you know somebody published a book called "Funabout Fords," giving all the really clever jokes that have been told about this popular brand of wheeled vehicle. The publishers boasted that they were going to sell a copy of the book for every Ford that had ever found a purchaser. Guess they thought they could beat Henry Ford at his own game. Not much! Now we understand it is rumored that Mr. Ford is going to advertise:

"One runabout with each *Funabout*—
Send 25 cents in silver or stamps."

—*The Arranbee News*.

HOW TO WRITE A NOVEL.

CORRESPONDENCE COURSE

To begin with, there are four kinds of novels: the society novel; the sunshine novel; the realistic novel; the adventure novel. There is, to be sure, a fifth kind, the literary novel; but as you can't find a market for this variety, we won't discuss it here.

The most important part of a novel is the beginning, so we will give you extra-thorough instruction for that, trusting that having a

good start you can keep going for some time by yourself. But before even the beginning, you must decide first what kind of novel you will write. In order to help you as much as possible we will supply you with the opening paragraph or so of each kind. Take your pick. Copy the one you decide on, six times. That is equivalent to cranking up. On the seventh time over, let go of your seat and plunge. Keep on going till you run out of gas. Here they are:

THE SOCIETY NOVEL

Reginald gave an admiring glance at the silk-clad ankles of his fair companion. She had calmly crossed her—(be careful at the start not to shock your readers, even at the cost of repetition)—her ankles and now proceeded to knock the ashes from her gold-tipped cigarette.

"No, Reggie Van Stuart, I have decided that our trial marriage must end. I shall resume my maiden name of Eldrice Delsane. (See how cleverly both are now introduced by their right names?) I cannot love a man who lisps when he swears."

THE SUNSHINE NOVEL.

"Little Goldie, they call me, sir. You see, when mother died, I was the oldest of six (vary the number for the sake of pathos) and so I had to—to—look after—after the rest. (Use the dash frequently; it's good for a sob.) But, sir, there wasn't any more money—and we were hungry, and so—so I used to tell them stories. I told them about the country, where there was lots to eat—and I used to sing songs to them. And now I can't believe that you are going to take me out to the green grass and the flowers—"

THE REALISTIC NOVEL.

Life is a serious proposition for those whose income is not commensurate with their expenditures. Science tells us that an equitable distribution of the world's wealth would insure everyone a fair living. But in the squalid, down-at-the-heel tenements at the edge of the grimy city of X equality was at a low ebb. Tin cans over-rusted the scanty grass. Ash barrels spewed forth the sorry vestments of the destitute—(This can be made into almost any kind of a story.)

THE ADVENTURE NOVEL.

"Hist!" gasped Jack as the warning creak of a loose board told that they had been discovered.

"Who's there?" came a throaty guttural ("guttural" indicates at once that the villain is German) from the areaway, and the blinding rays of a flash-lamp dazzled the two crouched behind the barrel of looted treasure. At a sudden noise behind him, Red turned to confront—"

Next week we will tell you how to pick your characters so as to be sure readers will want to take them into their homes overnight.

A. D. STUFF,

Secretary of Literary Bureau.

—From *The Arranbee News*.

BIBLIOGRAPHICAL NOTES.

F. A. Brockhaus, Leipzig, Querstr. 16. Monthly list of important new publications of all literatures. (No. 6, 7.)

Fs. Edwards, London, W., 83 High St., Marylebone. Catalogue of sporting books, books on Indian Empire, and miscellaneous literature. (No. 354; 557 titles.)

John Heise, Syracuse, N. Y. Special list of autograph letters, documents. (No. 143; 153 titles.)

—Special bargain list of autographs at 50 c. ea. (No. 144; 333 items.)

—Autograph letters, documents. (No. 145; 150 items.)

—Bargain list of autographs at 25 c. ea. (No. 146; 265 items.)

—Special list of autograph letters, documents. (No. 147; 150 items.)

J. C. Hinrichs, Leipzig, Blumengasse 2. Die Deutsche Kriegsliteratur. 3 Heft. Neuerscheinungen. März bis Mai, 1915.

Karslake & Co., London, N. W., 35 Pond St., Hampstead. Book-auction records. v. 12. Pt. 3.

Martin & Allardyce, Asbury Park, N. J. Catalogue: Family histories, American and British. (600 items.)

Nisbet, St. Louis, 12 S. Broadway. Lists: Entomology (No. 135; 14 titles.); North Carolina (No. 136; 50 titles.); South Carolina (No. 138; 46 titles.); Georgia (No. 139; 46 titles.).

Bernard Quaritch, London, 11 Grafton St. Catalogue of books on natural history. Pt. 1. (No. 339; 2205 titles.)

Schulte's Book Store, New York, 132 E. 23d St.. Catalogue: Fine and applied arts. (No. 64; 665 titles.)

AUCTION SALES.

OCT. 13 AND 14 AT 2:30 P. M. (Four sessions.) Catalogue: Valuable Americana, collection of a well-known Philadelphia collector, embracing genealogy, Indian history, military tactics, state and country history, [etc.] (No. 1146; 817 lots.)—*Henkels*.

OCT. 20 AND 21 AT 2:30 P. M. (Two sessions.) Catalogue: Engraved portraits of Napoleon and members of his family, scene from his life [etc.] (No. 1147, Pt. 1; 618 lots.)—*Henkels*.

Pursuant to the provisions of the Act of Congress of August 24th, 1912,

THE PUBLISHERS' WEEKLY

Editor R. R. BOWKER

Managing Editor 241 W. 37th St., New York City

Business Manager 241 W. 37th St., New York City

JOHN A. HOLDEN

241 W. 37th St., New York City

The publisher and owner of THE PUBLISHERS'

WEEKLY is the R. R. BOWKER COMPANY, a corporation,

at 241 W. 37th St., New York City, with these stock-

holders.

R. R. BOWKER, 241 W. 37th St., N. Y. City.

A. H. LEYPOLDT, 241 W. 37th St., N. Y. City.

JOHN A. HOLDEN, 241 W. 37th St., N. Y. City.

FREMONT RIDER, 241 W. 37th St., N. Y. City.

W. A. STEWART, 241 W. 37th St., N. Y. City.

There are no bondholders, mortgagees or other

security holders.

Statement to the above effect subscribed and sworn

to September 25, 1915, before E. D. LOSEE, Notary

Public, by JOHN A. HOLDEN, Business Manager.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

** Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.*

Adam, G: Behind the scenes at the front. N. Y., Duffield. 8+239 p. front. O \$2 n.

Describes the French political conditions at the beginning of the war, and the siege warfare from the author's experience at the front during the five winter months. Writer is correspondent for *The Times* (London).

Altsheler, Jos. Alex. The hosts of the air; the story of a quest in the great war; il. by C: Wrenn. N. Y., Appleton. c. 326 p. col. pls. D (World war ser.) \$1.30 n.

John Scott, an American youth, enlists on the side of the Allies. The pretty young sister of a great French aviator is seized by the enemy and carried into Austria. The adventures of John Scott and a group of his friends who undertake to rescue her make up the tale, which ends romantically.

Andrews, H: Levi, comp. Ancestry of Henry L. and John C. Andrews, Woburn, Massachusetts. 2d ed. [Woburn, Mass.] Andrews Pr. [397 Main St.] c. '14 19 p. il. pors. S pap. gratis

Arnoux, Anthony. The European War, August to March. 2d ed. Bost. [W: Junker, 331 Talbot Ave.] c. 281 p. fold. maps O bds. \$1 (Priv. pr.)

Author's unbiased opinion regarding the European War, printed at his own expense, so as to insure absolute liberty of thought and expression.

Belloc, Hilaire i. e. Joseph Hilaire Pierre. The path to Rome. [New ed.] N. Y., Putnam. c. '02 15+448 p. il. D \$1.50 n.

Bennett, Ira Elbert, and others, eds. History of the Panama Canal; its construction and builders. Builders' ed. Wash., D. C., Historical Pub. c. 11+543 p. il. col. front. map pls. pors. map 4° \$5 n.

Bergson, Henri Louis. The meaning of the war; life and matter in conflict; with an introd. by H. Wildon Carr. N. Y., Macmillan. 47 p. D 40 c. n.

Expresses the philosopher's belief that spirit must encounter the resistance of matter before life can advance, and that material force, such as Germany's, wastes and cannot renew itself, while spiritual force, like Belgium's, recreates itself. Address delivered before the Académie des Sciences Morales et Politiques, Dec., 1914.

Berle, Adolf A.; D.D. The school in the home; talks with parents and teachers on intensive child training. Rev. and enl. ed. N. Y., Moffat, Yard. c. '12 286 p. D \$1.25 n.

Blake, Emily Calvin [Mrs. Wa. R. Blake]. Suzanna stirs the fire; il. by F. V. Poole. Chic., McClurg. c. 7+358 p. pls. D \$1.25 n.

Suzanna was the imaginative little daughter of an inventor whose machine was unappreciated. She stirred the fire of human love in the hearts of all whom she met and made up to her father for the success that didn't come.

Blanchard, Amy Ella. The camp fire girls of Brightwood; a story of how they kindled

their fire and kept it burning; il. by Fk. T. Merrill. Bost., W. A. Wilde Co. [120 Boylston St.] c. 309 p. D \$1 n.

Tells how a little group of every-day girls in a dull town became Camp Fire Girls and of the joy the experience brought them.

Bland, J: Otway Percy, comp. and ed. Germany's violations of the laws of war, 1914-1915; comp. under the auspices of the French Ministry of Foreign Affairs; tr. with an introd.; with facsm. of documents. N. Y., Putnam. c. 36+346 p. O \$2 n.

Report aims to include nothing that is of doubtful authenticity, while presenting the German documents relevant to Germany's system of terrorism in the present war.

Bodkin, Matthias McDonnell. Recollections of an Irish judge, press, bar and parliament; with 25 illustrations. N. Y., Dodd, Mead. 8+366 p. pls. pors. O \$3 n.

Author tells of his boyhood in Ireland, his experiences as a journalist, a lawyer, a member of parliament and a judge. Describes his life principally in its connection with his friends, Justin McCarthy, T. P. O'Connor, Father Tom Burke, and other well known Irishmen. Index.

Bower, B. M. [pseud. for Bertha Muzzy Sinclair, Mrs. Bertrand W: Sinclair] Jean of the Lazy A; with front. by Douglas Duer. Bost., Little, Brown. c. 322 p. D \$1.30 n.

Jean of the Lazy A had become a movie actress in order to earn money to establish her father's innocence. A man had been murdered in their kitchen and Aleck Douglas' arrest had followed. The disappearance of a cowboy was the only clue, but Jean locates the much-wanted man only to discover the clue is a blind one. But the cowboy lets fall some information which leads to the discovery of the real criminal. At last happiness comes to the Lazy A with the return of Aleck and the wedding of Jean and her lover.

Boy (The) mechanic; 1000 things for boys to do; how to construct devices for winter sports, motion-picture camera, indoor games, reed furniture, electrical novelties, boats, fishing rods, camps and camp appliances, kites and gliders, pushmobiles, roller coasters, Ferris wheel, and hundreds of other things which delight every boy; with 995 illustrations. Chic., Popular Mechanics Co. [6 N. Michigan Ave.] c. 473 p. Q \$1.50

Brady, Rev. Cyrus Townsend. The island of surprise; il. by Wa. Tittle. Chic., McClurg. c. 371 p. pls. O \$1.35 n.

Robert Lovell secretly married his secretary, Dorothy Arden, while his father was planning a match for him with Miss Cassilis. The secretary disappears suddenly and meanwhile Lovell meets Miss Cassilis and finds her attractive. All come together on a cruise to the South Seas which results in a shipwreck and the stranding of the three on a tropical island. Lovell loses his memory through a fall and both women claim him as a husband. During an attack by savages Lovell is wounded, but regains his memory. Eventually they are all rescued and the real wife comes into her own.

Bragdon, Claude Fayette. Projective ornament. Rochester, N. Y., Manas Press, Mt. Hope Ave. no paging il. 8° \$1.50

Braley, Berton. Songs of the workaday world. N. Y., Doran. c. 160 p. O \$1 n.

Bronson-Howard, G: Fitzalan. God's man; a novel; illustrated initials by Will Vawter. Indianapolis, Bobbs-Merrill. c. 475 p. D \$1.40 n.

Arnold L'Hommedieu was destined for a parson. The dominating principle of his life was to be of help to others, but throughout his young manhood disaster followed all his attempts at being of use. He was obliged to leave college, forced from his chosen work, sent to jail—for helping. Yet Arnold was the victim of a guilty system and in spite of all had a right to the title of God's Man.

Brown, Abbie Farwell. Kisington Town. Bost., Houghton Mifflin. c. 212 p. il. pls. (part col.) sq. O \$1.25 n.

Merry tales of the long ago told by Harold to try to divert the fierce Red Rex who was besieging Kisington Town. For children from six to twelve.

Burton, C: Pierce. Camp Bob's Hill; with il. by Gordon Grant. N. Y., Holt. c. 313 p. pls. D \$1.25 n.

Tale of boy scouts on their summer vacation near Mt. Greylock.

Caldwell, Otis W.; and others. A laboratory manual for work in general science. Bost., Ginn. c. 11+134 p. figs. tabs. Q 50 c.

Call, W: Timothy. Blackmail; an episode in finesse. Brooklyn, N. Y. [The author, 669 E. 32d St.] c. 57 p. S 50 c.

Account of working out the details of a blackmailing scheme, attempted as a sort of hoax.

Carpenter, Rev. Newton Cleveland. Steps unto heaven; with an introd. by T. S. Tinsley. Rev. ed. Bost., Sherman, French. c. 177 p. O \$1.25 n.

Castle, Agnes Sweetman [Mrs. Egerton Castle], and Castle, Egerton. The hope of the house; il. by C. H. Taffs. N. Y., Appleton. c. 369 p. pls. D \$1.35 n.

David Owen has always effaced himself in order to advance his younger brother John and rejoices at John's happy engagement to a neighbor's daughter. Then John enlists and soon after is killed in battle. David determines to devote his life to the sufferers from the war. Through his work among the Belgian refugees he meets Vivienne, a daughter of the Belgian aristocracy, and David's own love story begins.

Chaloner, J: Armstrong. "The serpent of old Nile"; a drama in three acts, time 48 B. C. [also, The hazard of the die; a drama in three acts, time, the last days of the Roman Republic.] Roanoke Rapids, N. C., Palmetto Press. c. 66+66 p. por. O pap. 50 c.

Charles, W: Perry. Simplified Pitman's phonography; a concise yet comprehensive instructor of shorthand, containing all necessary essentials and eliminating all perplexing exceptions to rules. [Rev. ed.] Brooklyn, N. Y., Mockridge Pub. [1800 East New York Ave.] c. 9+120 p. 16° \$1

Church, S: Harden. Oliver Cromwell; a history; comprising a narrative of his life, with extracts from his letters and speeches and an account of the political, religious, and military affairs of England during his time. [New and cheaper ed.] N. Y., Putnam. c. '94 21+524 p. por. fold. plan O \$2 n.

Civil Service Chronicle, New York. How to get on the police force; 725 ques. and ans. for patrolman, matron and policewoman candidates; official instruction for recruits in the N. Y. Police Dept. in the form 134 questions and answers—answers to 119 questions asked at 12 past examinations for patrolman—325 practice questions and answers on duties—patrolmen's reports—duties of the police force as prescribed in 300 official rules—extracts from the penal law and criminal code—brief definitions of common crimes; city, state and federal government, including the simplest brief abstract ever made of the Charter of the City of New York. Enl., rev. ed. N. Y. [The author] c. 131 p. 8° \$1

Clark, Rev. Elmer Talmadge. The new evangelism. Nashville, Tenn., Meth. E. Ch. So. Pub. Ho. c. 99 p. D 75 c.

Methods of the present day personal campaign as conducted in large cities.

Claydon, Ellen P., and Claydon, C. A. Knitting without "specimens"; the modern book of school knitting and crochet. N. Y., Dutton. 204 p. il. figs. sq. O \$1 n.

Book of knitting directions particularly for use of teachers of handwork for girls.

Comstock, Sarah. Old roads from the heart of New York; journeys to-day by ways of yesterday; within thirty miles around the Battery; with 100 il. by the author and others. N. Y., Putnam. c. 24+400 p. (7 p. bibl.) pls. O \$2.50 n. bxd.

Landmarks on Long Island, Staten Island, the Palisades, and Rockland and Westchester Counties, with their historic and literary associations. Includes directions how to reach them.

Conkling, Grace Hazard. Afternoons of April; a book of verse. Bost., Houghton Mifflin. c. 8+89 p. D (New poetry ser.) bds. 75 c. n.

Cornford, Leslie Cope, and Walker, F. W. The great deeds of the Black Watch. N. Y., Dutton. 180 p. col. front. S (Wayfarer's lib.) 40 c. n.

Courtney, W. L. Rosemary's letter book. N. Y., Dutton. 277 p. col. front. S (Wayfarer's lib.) 40 c. n.

Curry, S: Silas, M.D. How to add ten years to your life; and to double its satisfaction. Bost., Sch. of Expression [Book Dept., Pierce Bldg., Copley Sq.] c. 133 p. D \$1; with The smile \$1.50

Guide to health giving scientific principles, results of experience, and a program of exercises.

The smile; if you can do nothing else you can smile. Bost., Sch. of Expression. c. 150 p. D \$1; with How to add ten years to your life \$1.50

An endeavor to furnish a key to self-study, self-control, and a help to a truer realization of the point of view of other people.—*Author's preface.*

Davidson, Edith B. The Bunnikins-Bunnies' Christmas tree; pictures by Clara E. Atwood. Bost., Houghton Mifflin. c. 63 p. col. pls. sq. T bds. 50 c. n.

Christmas adventures of the Bunnikin-Bunnies for little readers.

Dickinson, F: Herb. The case of American drama. Bost., Houghton Mifflin. c. 9+223 p. O \$1.50 n.

Discusses the present tendencies of the American drama and offers a view of its development. Author is editor of "The chief contemporary dramatists."

Dixon, Royla. Signs is signs; with il. by L. S. Geer. Phil., Jacobs. c. 209 p. pls. D \$1 n.

Humorous tale with Aunt Moriah, a true colored mammy and a firm believer in signs, as the central interest. She lords it over her "lil' white missus," outwits Uncle Zack in her supreme dominion in her spotless kitchen, and schemes to win the Reverend Sinkiller Sneezeweed for a husband.

Drayton, Mrs. Grace Gebbie [Grace Wiederseim]. Chicky Cheep [il. part in col., by the author]. N. Y., Duffield. c. no paging shaped bds. F 50 c. n.

Eaton, Wa. Prichard. Boy scouts of the Wildcat Patrol; the adventures of Peanut as a young scout master; il. by Fk. T. Merrill. Bost., W. A. Wilde Co. c. 302 p. pls. D \$1 n.

How Peanut developed honesty, accuracy, and enthusiasm in his band of "Tenderfeet" on their tramps through the Berkshires.

Ellis, E: Sylvester, and Horne, C: Fs. The story of the greatest nations; a comprehensive history, extending from the earliest times to the present, founded on the most modern authorities, and including chronological summaries and pronouncing vocabularies for each nation; and the world's famous events, told in a series of brief sketches forming a single continuous story of history and illumined by a complete series of notable il. from the great historic paintings of all lands. In 10 v. N. Y. F. R. Niglutsch [29 E. 22d St.] c. '13 pls. pors. maps 4° \$45.50; hf. leath. \$60.50

Ellis, Havelock i. e. H: Havelock. Affirmations. 2d ed. with a new preface. Bost., Houghton Mifflin. 12+252 p. O \$1.75 n.

Eversley, G: J: Shaw-Lefevre, Baron. The partitions of Poland; with 6 il. and 4 maps. N. Y., Dodd, Mead. 328 p. pls. pors. fold. col. maps O \$2.50 n.

History of the three partitions of Poland—between Russia, Prussia and Austria in 1772; between Russia and Prussia in 1793; and between Russia, Prussia and Austria in 1795. Index.

Faber, Christine. The burden of honor. N. Y., P. J. Kenedy & Sons. c. 291 p. D 75 c.

The Benhams had met with reverses; the youngest sister was obliged to give music lessons while the two others pinched to keep the home together. Soon after Jennie's engagement to Richard Dunscome, an opportunity came for one sister to keep house for a well-to-do relative. Jennie determined to sacrifice herself for her sisters. Her lover misinterpreted her motive and it was not until after a long estrangement that they were united.

Fayle, C. Ernest. The great settlement. N. Y., Duffield. various paging maps D \$1.75 n.

Survey of important problems, territorial, racial, colonial, economic, and political, which may arise at close of the present war.

Field, Eug., and others. The sleepy-song book [music by H. A. J. Campbell; pictures by Anne Anderson]. N. Y., R. M. McBride & Co. 83 p. col. pls. Q \$2 n.

Simple melodies for such favorite lullabies as "The sugar plum tree" and "Daisy, my dolly."

Fish, Carl Russell. American diplomacy; with 16 maps. [Library ed.] N. Y., Holt. c. 541 p. col. pls. O (American historical ser.) \$2.75 n.

American diplomacy treated not as a series of episodes, but as a continuous development. Main objects are to show the forces which have determined the attitude of the nation at various times, and the success with which our diplomacy has served the national purposes. Author is professor of history, University of Wisconsin. Index.

Fisher, H. C. [Bud Fisher, pseud.]. The Mutt and Jeff cartoons. Bk. 4. Bost., Ball Pub. [200 Summer St.] c. no paging il. obl. D bds. 50 c. n.

More pictorial adventures of the tall fellow and the little one.

Frankau, Mrs. Julia Davis [Frank Danby, pseud.]. The story behind the verdict. N. Y., Dodd, Mead. c. '14-'15 340 p. D \$1.35 n.

Well educated Keightley Wilbur, a dilettante and a sophisticated young man about town, and the world which revolves around police courts were as far apart as the poles, up to a certain summer night. On the night in question a weird incident which occurred on a house boat lead him before a coroner's jury and awoke in him an interest in criminals and crime. With his ability to mix well in any class of society, he unravelled several mysteries, chief of which was the murder of a popular actor.

Franz, Shepherd Ivory, and Stout, Jos. Duerson. On the functions of the cerebrum: 1, Symptomatological differences associated with similar cerebral lesions in the insane; by Shepherd Ivory Franz; 2, Variations in distribution of the motor centers, by Shepherd Ivory Franz, with the assistance of J. Duerson Stout. Princeton, N. J., Psychological Review Co. 162 p. diagrs. 8° (Psychological monographs) pap. \$1.50

Freud, Sigmund. On dreams; only auth. English tr., by M. D. Eder from the 2d German ed. with an introd. by W. Leslie Mackenzie. N. Y., Rebman Co. '14 32+110 p. 12° \$1 n.

Gallizier, Nathan. The crimson gondola; a tale of Venice and Constantinople at the beginning of the thirteenth century; pictures by E. H. Garrett; decorations by P. Verburg. Bost., Page Co. c. 8+447 p. col. pls. O \$1.35 n.

Romance of the time of tension between Venice and Constantinople preceding the Fourth Crusade. Insecurity at Constantinople had roused the resentment and fear of a kinsman of the beautiful Eleanor of Montferrat, and Audran was despatched to bring her to Venice. Eleanor, however, was popular and influential, the avowed rival of the eastern empress and leader of an opposing faction, she was ignorant of dangers surrounding her and loath to give up her power. Audran's quest, which soon became a love quest as well, was long unsuccessful. But when the Crusaders, after the Sack of Constantinople, sailed for Venice, Audran and Eleanor sailed with them.

Gardner, Dick Hodges, comp. Ancestors and descendants of Daniel Gardner v. and Mary (Hodges) Gardner, late of Champaign, Illinois; with other Gardner and Hodges records and historical and biographical notes. Asbury Park, N. J., Martin & Allardyce. 56 p. il. pors. 8° bds. \$2 n.

Givler, Rob. Chenault. The psycho-physiological effect of the elements of speech in relation to poetry. Princeton, N. J., Psychological Review Co. 132 p. 8° (Psychological monographs) pap. \$1.25

Graham, R. B. Cunninghame. Bernal Diaz del Castillo; being some account of him taken from his true history of the conquest of New Spain. N. Y., Dodd, Mead. 14+250 p. por. O \$2 n.

Life of the companion of Cortes in his conquest of Mexico, based on the original edition of Diaz' history of the conquest of New Spain.

Gras, Norman Scott Brien. The evolution of the English corn market, from the twelfth to the eighteenth century; awarded the David A. Wells prize for 1912-13, and published from the David A. Wells Fund. Cambridge, Mass., Harvard Univ. c. 13+498 p. (13 p. bibl.) tabs. O (Harvard economic studies) \$2.50 n.

"Interpretation of the English corn (grain) laws from the standpoint of the actual condition of the corn trade itself," with emphasis upon the place of the metropolitan in the scheme of economic stages." Author is lecturer in history, Clark University.

Greatest short stories. In 8 v. N. Y., P. F. Collier & Son. c. pors. 8° (subs.)

Greer, Carlotta C. A text-book of cooking. Bost., Allyn & Bacon. c. 16+431 p. il. 12° \$1.25

Guild, G: Reudel, and Test, F: C. Militia field manual; a manual designed for the use of militia and volunteer troops in the field. Menasha, Wis., G: Banta Pub. c. 217 p. 24° \$1

Hall, Herb. Ja., M.D. The untroubled mind. Bost., Houghton Mifflin. c. 6+96 p. 16° 75 c. n.

Hall, Ronald Acott. Frederick the Great and his Seven Years War; with 11 plans. N. Y., Dutton. 16+240 p. D \$1.50 n.

Author believes that the work of Frederick the Great forms a keynote to present Prussian psychology and policy.

Hirst, Fs. Wrigley. The political economy of war. N. Y., Dutton. 12+327 p. tabs. O \$2 n.

Deals with the cost of war, its effect on trade and exchanges, methods of taxation and borrowing, with forced labor, indemnities, debts, sinking funds, the growth of armaments, and with estimated cost and probable consequences of the present war. Index. Author is editor of *The Economist*.

Hollister, Horace E: Practical garage accounting; a complete system of general and cost records for the garage. Rockford, Ill. [The author] c. 57 p. 4° \$3.50

Kane, Elisa Kent, M.D. Adrift in the Arctic ice pack; from the history of the first U. S. Grinnell Expedition in search of Sir John Franklin; ed. by Horace Kephart. N. Y., Outing Pub. c. 402 p. il. map D (Outing adventure lib.) \$1 n.

Narrative of an Arctic expedition of 1849, during which the party spent the winter in the ice of Lancaster Sound.

Kaupp, B: Franklin. Poultry culture, sanitation and hygiene; with 197 illustrations. Phil., Saunders. c. 418 p. figs. fold. fig. O \$2 n.

Author is poultry investigator and pathologist, Animal Industry Division, North Carolina Experiment Station.

Kobbé, Gustav. Modern women. N. Y., Moffat, Yard. c. 7+130 p. D \$1 n.
Satirical and cynical stories, including: Clothes; Speed; Man; Love; Nerves; Show.

Laughlin, Clara Eliz. When my ship comes home; il. by S: M. Palmer. N. Y. and Chic., Revell. c. 143 p. 12° \$1 n.

Leland, Rob. De Camp. Barbarians; a play in one act; being an episode of the war of 1914. Bost., Poetry Drama Co. c. 23 p. D pap. 35 c.

Leonard, Mrs. Ermina Eliz. Newton, comp. Newton genealogy, genealogical, biographical, historical; being a record of the descendants of Richard Newton of Sudbury and Marlborough, Massachusetts, 1638, with genealogies of families descended from the immigrants, Rev. Roger Newton of Milford, Connecticut, Thomas Newton of Fairfield, Connecticut, Matthew Newton of Stonington, Connecticut, Newtons of Virginia, Newtons near Boston. De Pere, Wis., B. A. Leonard. 8+872 p. 4° \$15 n.

Little verses and big names. N. Y., Doran. c. 20+305 p. il. pls. col. front. O \$2 n.

Contributions grave and gay, by such famous writers and people of affairs as Woodrow Wilson, James Whitcomb Riley, Arnold Bennett, and John Galsworthy. Proceeds from sale of book to be devoted to sick babies in Trenton, N. J.

Ludlum, W: The scissors book [verses]. N. Y., Putnam. c. 10+98 p. il. sq. O \$1 n.

Rhymes about the Scissor Folk with designs to be used by children as models or suggestions for cutting paper figures.

Lutz, Mrs. Grace Livingston Hill. The obsession of Victoria Gracen; with il. by Edn. F. Bayha. Phil., Lippincott. c. '14-'15 301 p. col. pls. D \$1.25 n.

Victoria Gracen had inherited all her father's property because her only brother had displeased the family by marrying beneath him. When Richmond Gracen, her nephew, is left an orphan she decides to take him away from the sordid influences of his mother's people. How Miss Gracen developed the boy's fine instincts by her companionship, how she went coasting and picnicking with his friends, boys who needed helping, makes the story.

Lybarger, Donald Fisher, and Lybarger, Jesse Ja., comps. A brief history of the Lybarger family. Reading, Pa. [The compilers] 8 p. 12° gratis

Lyon, Fk., and Hinds, Alfr. Walton. Marine and naval boilers; rev. by W. P. Beehler and J: S. Barleon. Annapolis, Md., U. S. Naval Inst. c. 404 p. il. fold. pls. diagrs. (part fold.) 8° \$3.25 n.

Lyon, T: Lyttleton, and others. Soils; their properties and management. [New ed.] N. Y., Macmillan. c. '09-'15 21+764 p. il. figs. tabs. col. map fold. col. map D (Rural text book ser.) \$1.90 n.

McCabe, Jos. The soul of Europe; a character-study of the militant nations. N. Y., Dodd, Mead. 407 p. O \$3 n.

Views nations as units each with a soul that can love or hate, as individuals do, and from a study of the European nations in peace, aims to characterize their souls as distinct from the ambitions of their rulers.

McCarter, Mrs. Marg. Hill. The corner stone; il. by J. Allen St. John. Chic., McClurg. c. 100 p. pls. (part col.) O pap. 50 c. n. bxd.
When Edith Gannell finished school she went back to live at her uncle's Kansas ranch. She was given

the impression that Homer Helm, a childhood friend, had become a flirt and a money lover. However, a romance ripened between the two and with no lowering of Edith's ideals.

McCormick, W: Fishers of boys. N. Y., Doran. c. 168 p. D \$1 n.

Informal discussion of what author has tried to do to help boys and to fit them for Christian citizenship and leadership in the home, business, social, civic and church life.

Machen, Arth. The angel of Mons; The bowmen; and other legends of the war; with an introd. by the author. N. Y., Putnam. c. 77 p. D bds. 75 c. n.

Several short tales which introduce supernatural agents of victory among the fighting men of France. Stories have appeared in English newspapers.

Manship, Alb. Armstrong. The ancient of Atlantis; an epic poem. Bost., Sherman, French. c. 181 p. D \$1.50 n.

Martin, G: Castor. Book of the dead of Monmouth. Pt. 1, Old Quaker cemetery near Manasquam. Limited ed. Asbury Park, N. J., Martin & Allardyce. 12 p. 12° pap. \$1 n.

Mathews, Shailer. The message of Jesus to our modern life. Chic., Univ. of Chic. c. 98 p. 12° pap. 50 c. n.

Mathison, Rev. C. W. The ethical life. Nashville, Tenn., Meth. E. Ch. So. Pub. Ho. c. 29+258 p. D \$1

Discusses the ethical and spiritual life as synonymous, and the need of such standards in the present materialist society.

Moffat, E: Stewart. Hearts steadfast. N. Y., Moffat, Yard. c. 234 p. D \$1.25 n.

Alva Leigh lost her money about the same time that she fell in love with Donald Jaffray. Donald went West to make a future for them both, while Alva waited year after year. At length the same mail brought the news that an uncle had left her a fortune and that Donald had been killed in the desert. Suspecting foul play Alva set out to right her lover's wrongs. What Alva discovered in the desert was far from what she sought, but at length it brought happiness.

Morgan, T: Hunt, and others. The mechanism of Mendelian heredity. N. Y., Holt. c. 13+262 p. (19¼ p. bibl.) il. figs. tabs. O \$3

Contents: Mendelian segregation and the chromosomes; Types of Mendelian heredity; Linkage; Sex inheritance; The chromosomes as bearers of hereditary material; The correspondence between the distributions of the chromosomes and of the genetic factors; Multiple allelomorphs; Multiple factors; The factorial hypothesis. Appendix. Index. First author is professor of experimental zoology, Columbia University.

Mudge, Isadore Gilbert. Bibliography. Chic., A. L. A. 25 p. 12°

Nelson, Arth. A. Wings of danger; a novel. N. Y., R. M. McBride & Co. c. 448 p. il. pls. col. front. D \$1.35 n.

Adventure story of the wilds of Africa, and how Allan Severn made good. His party rescued several tourists, among them Norman Raylescroft, from some natives in a struggle exciting enough for any heroine. But this was only the beginning of dangers which reached their height when they were all "guests" in a lost city, held by descendants of the Vikings. There the king offered his crown to Norma, and her refusal was the signal for a desperate fight between her champions and the barbarians.

Nixon, Courtland. Adjutants' manual. 2d ed. Menasha, Wis., G: Banta Pub. c. 179 p. 24° \$1

O'Connor, Eliz. Paschal [Mrs. T: Power O'Connor]. Dog stars; three luminaries in

the dog world; il. by Will Rannells. N. Y., Doran. c. 278 p. col. pls. O \$1.50 n.

Stories of author's own dog friends, of Beau, a stray; Max, who discovers a romance, Coaxey, a gay dog, and of others.

O'Donnell, Elliot. The Irish abroad; a record of the achievements of wanderers from Ireland. N. Y., Dutton. 7+400 p. il. pls. por. tabs. fold. tab. O \$2.50 n.

Gives important Irish incidents of Liverpool, Manchester, Bristol, and other towns. Describes Irish brigades which have served in United States, France, Spain, Austria, Italy, Africa. Discusses influences of the Irish on the art and literature of these countries, and gives biographies of eminent Irish men and women. Index.

O'Grady, Standish. In the wake of King James. N. Y., Dutton. 242 p. col. front. S (Wayfarer's lib.) 40 c. n.

Onions, Berta Ruck [Mrs. Oliver Onions]. The wooing of Rosamond Fayre. N. Y., Dodd, Mead. c. 6+378 p. D \$1.35 n.

Eleanor Urquhart, a busy and rich young philanthropist, induced her secretary, Rosamond Fayre, to compose, write, sign and mail love letters to the man to whom she, Eleanor, was engaged. Story is concerned with the consequences of this subterfuge which turned out happily for all concerned.

Parker, T: W. Young heroes of the American navy; il. by photographs. Bost., W. A. Wilde Co. c. 286 p. pls. D \$1 n.

Traces the history of our navy from John Paul Jones, Farragut, Perry, and Decatur, down through Hobson's sinking of the *Merrimac*.

Peattie, Mrs. Elia Wilkinson. Lotta Embury's career. Bost., Houghton Mifflin. c. 213 p. il. pls. D \$1 n.

Lotta is a country girl, with a knack for the violin, who leaves home to become a great musician, but at last returns to find her true vocation in running her father's store when his health fails. For girls of thirteen to eighteen.

Pedrick, Katharine Francis. The practical mystic; or, how to make perfection appear. Bost., Sherman, French. c. 209 p. D \$1.25 n.

Attempt of a mystic to mark out for others a way to the spiritual experiences which lead to heavenly vision.

Peloubet, Fs. Nathan, D.D., and Wells, Amos Russell. Peloubet's select notes on the International lesson for 1916. New Testament: Acts, Epistles, and Revelation. 42d annual v.; 4 full page half-tone pictures and over 125 il. in the text. Bost., W. A. Wilde Co. c. 376 p. pls. col. maps O \$1 n.

Perry, Bliss. Thomas Carlyle; how to know him. Indianapolis, Bobbs-Merrill. c. 267 p. por. D \$1.50 n.

Aims to exhibit as far as possible in Carlyle's own words, the working of his mind.—*Author's preface.*

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Rogers, Rob. W., D.D. A history of Babylonia and Assyria. 6th ed. in 2 v. rev. and largely rewritten. v. 1, Prolegomena; v. 2, The history of Babylonia, Assyria, and Chaldea. N. Y. and Cin., Abingdon Press. c. 26+542; 19+609 p. il. pls. pors. plan O \$10 n. bxd.

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INDEX TO ADVERTISERS.

American News Company	1128
Baker & Taylor Company (The)	1165
Baker's Great Bookshop	1164
Bobbs-Merrill Company (The)	1121
Book Manufacturing	1154
Book Trade Specialties	1155
Books for Sale	1163
Books Wanted	1156-1163
Bowman (Charles L.) & Co.	1165
Brassil, D. S.	1164
Business For Sale	1164
Cazenove (C. D.) & Sons	1164
Century Co. (The)	1123
Classified Advertising	1154-1164
Crowell (Thomas Y.) Company	1127
Dodd, Mead & Company	1125
Doran (Geo. H.) Company	1129
Houghton Mifflin Company	1126
Lippincott (J. B.) Company	1166
Little, Brown & Company	1119
Publishers' Weekly (The)	1120
Putnam (G. P.) Sons	1124
Reilly & Britton	1122
Remainders	1164
Rider Press, Inc. (The) ...	1164
Scribner's (Chas.) Sons	1130
Situations Wanted	1163
Special Notices	1156, 1164
Spencer, Walter T.	1164
Steward, Chaplain T. G.	1164
Tapley (J. F.) Company	1165
Vail-Ballou Company	1165
Writers' Publishing Co. (The)	1164
Wycil & Company	1164

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Technical World, March, 1904.

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American Geographical Society, Proceedings, 1862, no. 1; 1863-4, nos. 3, 4; Bulletin, 1854, no. 3; 1859, no. 1; 1874, nos. 2, 4; 1909, no. 1; 1911, no. 7; 1913, nos. 4, 5, 7, 8; 1914, nos. 1, 2.

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 Hart's Irish Pedigrees.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.

Father Tabbs Poems, McBride.
 Sundials and Roses of Yesterday, Earle, Macmillan.
 From Lands of Exile, Loti.

Lemcke & Buechner, 30-32 W. 27th St., New York.

The Journeymen Cabinet and Chair-maker's New
 York Book of Prices, New York, 1796.
 The Carpenters' Company, Phila.; book of plans,
 with frontispiece bearing the inscription "The
 Carpenters Company of Philadelphia lent to
 (Thomas Savery) 1724," about 1760.
 Pain, W., The Practical House Carpenter, or Youth's
 Instructor., Phila., 1797.
 Biddle, Owen, The Young Carpenter's Assistant, or
 a system of architecture, Phila. and Richmond, Va.,
 1817.
 Benjamin, Asher, The American Builder's Companion,
 or a system of architecture, Boston, 1816.
 The Town and Country Builder's Assistant, abso-
 lutely necessary to be understood by builders and
 workmen in general, by a Lover of Architecture,
 Boston, 1786; engraved, printed and sold by J.
 Norman, Boston.

BOOKS WANTED—Continued.

Lester Book & Stationery Co., 70 North Broad St., Atlanta, Ga.

Mozoodar, Life and Teaching of Reshub Chunder Soc. one copy.

Library of Congress, Washington, D. C.

Elmes, Webster, Executive departments of the U. S.

Government; Washington, Lowdermilk, 1879.

How Peary reached the North Pole, an expedition over the ice that went to its mark with the precision of a military campaign and reached the goal sought for centuries.

C. F. Liebeck, 857 E. 63d St., Chicago, Ill.
The Spell of the Yukon.

Little, Brown & Co., 34 Beacon St., Boston, Mass.

St. Olaves, E. Tabor.

Art of Horsemanship, Xenophon.

Sabines American Loyalist.

Login Bros., 1911 W. Harrison St., Chicago, Ill.

Graham-Lusk, Nutrition.

Dealers, send lists of any Medical Items.

B. Login & Son, 152 E. 23d St., New York.

Whale, Anatomy, Embryology and Physiology any items.

American X-ray Journal, vols. 1-10, complete or in parts.

Laennec Auscultation and Diseases of Chest.

Lowdermilk & Co., Washington, D. C.

Earle, Sundials and Roses of Yesterday.

Walker, Discussions in Economics and Statistics, 2 vols.

Heeren, Manual of Ancient History.

Tuckerman, Elevation of the Poor.

Comstock and Needham, Wings of Insects.

The Squatter and the Don.

Brown, Signal Corps in the War of the Rebellion.

Robert M. McBride & Co., 31 Union Sq. N., New York.

Girl with Rosewood Crutches, Anonymous.

Nathaniel McCarthy, 831 Nicollet Ave., Minneapolis, Minn.

Masson, Three Devils.

Helen L. Young, Scriptural Healing, black leather.

McGregor, Christian Aspiration.

A. C. McClurg & Co., 218-224 South Wabash Ave., Chicago, Ill.

Force's Tracts, 4 vols.

Harraden, In Varying Moods, 3 copies.

Holley, Niagra.

Ricci, Life and Works of Correggio.

Boswell, Life of Johnson, 6 vols., large paper, Routledge about 1880-90.

Lee, R. H., Life of Richard Henry Lee, 2 vols.

Marshall, History of Kentucky, 2 vols., 1824.

Virginia Historical Society Publications, complete set.

Religio, Philosophical Journal, about 1865-1891.

Martin, History of North Carolina, 2 vols.

Lespinasse, Mlle., Letters, Boston, about 1901.

McDevitt-Wilson's, Inc., 30 Church St., New York.

Litchfield, Guide to Collectors of Pottery and Porcelain.

Barber, Anglo-American Pottery.

Barber, Pottery and Porcelain of U. S.

Century Dictionary, last ed., 12 vols.

Mitchell, Organized Labor.

Twain, Adv. Tom Sawyer, with original illustrations.

Niles, Bog Trotting for Orchids.

Deweese, The Molly Maguires.

Warden, Fight between Monitor and Merrimac.

Musick, Columbian Historical Novels.

Chambers, Ashes of Empires.

Hitchcock, Fifty Years in Camp and Field, 1909.

Bandelier, Delight Makers with the World's People, Ridpath.

New Nature Library, 17 vols., buckram.

Actors and Actresses of Great Britain and America,

Volume on Booth & Kean, Boston Reprint ed.

Please quote us on all books by Southern authors.

Dick, Thomas, all of his works.

McDevitt-Wilson's, Inc.—Continued.

Barnes, Wonderful Adventures by Land and Sea, 1876.

Barnes, Six Nights in a Block House.

Britannica, 11th ed.

J. B. McGee, 178 W. 81st St., New York.

Burgess, Cat's Elegy, 1913.

Burgess, Are You a Bromide, 1906.

Bangs, Line O' Cheer, 1913.

Bangs, Songs of Cheer, 1910.

Bangs, Topleton's Client, 1893.

John Jos. McVey, 1229 Arch St., Philadelphia, Pa.

Brown's Stories of Africa and Its Explorers, Cassell.

Mrs. Fale's Manors of Virginia, J. B. L. Co.

Madison Ave. Book Store, Inc., 587 Madison Ave., New York.

F. Adam's Life, Albert Gallatin.

Life Lady, John Russell.

Dawson, Pleasures of Angling.

N. Y. Times, Sunday ed. for Aug. and Sept.; mention dates.

Henry Malkan, 42 Broadway, New York.

Thompson, Petroleum Mining and Oil Field Development.

De Stael, Memoirs.

Del Mar, History of Money in Modern Countries.

Del Mar, History of Money in Ancient Countries.

Diary of Wm. Allingham.

Canfield, Diary of a 49'er.

Memoirs of Bassompierre.

Comic History of Russia.

Sudlon, Le Ballet Contemporaine.

Kragrovgrouvitch, Enchanted India.

Addison, Arts and Crafts of the Middle Ages.

Adams, Antinomianism in the Colony of Mass. Bay.

Kipling, Outward Bound Edition, vol. 6.

Trevena, Furze the Cruel.

Ford, Rise and Growth of American Politics.

Wheeler, Life and Travels of Herodotus.

Clara Vaughan, Blackmore, 1st ed.

Waldron, Handbook of Currency and Wealth.

Spahr, Present Distribution of Wealth.

Tierman, Hand of the Sun.

Tierman, Hand of the Sky.

Hancock, Complete Kano Jiu Jitsu.

Shing-Ching, Book of Chinese Poetry.

Cawein, Blooms of the Berry.

Alex. Hamilton, Library of Modern Business.

Book of Knowledge.

Anderson, Research and Suggestions.

Andrew's Universology.

Lamartin, History of Turkey.

History of Early Steamboat Navigation on the Missouri.

U. S. Senate Committee Investigation on Titanic Disaster, original parts.

London Board of Trade Journal Report on Titanic Disaster Inquiry.

Neil, Berattlesen on Titanic.

The Medical Standard Book Co., 307 N. Charles St., Baltimore, Md.

Southeys The Doctor.

Bradley's Making of English.

Spalteholtz, Anatomy Atlas.

Stearns, Tree Anatomy.

Lamairese, La Kama Soutra Regles, de l'Amour de Vatsayayana, English trans.

Blakie's Self Culture.

Isaac Mendoza Book Co., 17 Ann St., New York.

Historians History of the World, cloth.

Metallurgical and Chemical Engineer, 1st 10 vols.

Motley Dutch Republic, 3 vols., 1st Eng. ed.

Terhune, The Fighter.

Terhune, Syria from the Saddle.

Del Mar, History of Money in Ancient Countries.

Del Mar, History of Money in Modern Countries.

Early American Almanacs, quote any.

Burland & Harris, The Broken Law.

The Methodist Book Concern, 1018-24 Wabash Ave., Chicago, Ill.

Laws of the Soul, Gifford.

Miller & Paine, Lincoln, Neb.

Animal Parasites in Man, Braun, Eng. trans., Wood.

Evans & Ellis, History of Lancaster Co., Pa.

Heron, Allen, Manual of Cheirosophy, \$1.75; pub. 1908.

Wood, J. G., Birds of the Bible, Longmans, \$1.25.

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The Morris Book Shop, 24 North Wabash Avenue, Chicago, Ill.

Rhyming Dictionary, any except Walker's.
Lockert's Life of Scott.
Zola, Abbe Mouret's Transgressions.
Davidson, John, Fleet Street Eclogues, N. Y., 1895.

Noah Farnham Morrison, 314 W. Jersey St., Elizabeth, N. J.

Letters of a Self-Made Merchant to His Son.
Letters of a Son to his Self-Made Father.
Autobiography of Benj. Franklin, by Biglow.
Stauffer-Stover Genealogy, Fretz.
Authoress of the Odyssey, Butler.
Biography of Andrew Johnson, giving his ancestry.
American Ancestry, vols. 10, 11, 12.

John J. Newbegin, 315 Sutter St., San Francisco, Cal.

Atherton, Splendid Idle Forties.
Encyclopædia Britannica, 11th ed., sheep.
Light of Asia, good edition in binding.
Dodsley's Plays.
Dramatists of the 17th Century.
Hare, Portrait book of our kings and queens.

The Norman, Remington Co., 308 North Charles St., Baltimore, Md.

Morris, McTeague.
Jas. Platt, Money, Putnam.
Ingoldsby, Jack Daw of Rheims, illus. by Jessop.
Dew, Pro Slavery Argument, Charleston, 1852.
Modern Business, Alex. Hamilton Institute.
Reinhart, Pyramids, Part 5, 100 free Pyramids.
Loskiel, History of Mission of the United Brethren Among Indians of N. A., 1794.

The Nusbaum Book & Art Co., 219-221 Granby St., Norfolk, Va.

Lectures in Harvard Classics.

Old Corner Book Store, Springfield, Mass.

Old Farmer's Almanac, Thomas, 1785 and 1879.
New Hampshire Historical Society, vols. 5 and 6.

The Open Court Publishing Co., 122 South Michigan Ave., Chicago, Ill.

History of Greek Mathematics, James Gow.
Book of Knowledge, A. Mee and Thompson.

E. H. Otting, Warren, O.

Famous Affinities.
Sven Hedin's Tibet.
Ovid, Metemorphoses.
Science Hist. Unions, current.
Dr. Rosenthal's German pronouncing Records and Machine.
D'Annuncé's Giacosa; Dictator; Book of Grace; Annunciatieri, and Triumph of Life.
Schermerhorn, Sacred Scriptures of World Religion; 20 copies.
Carey, H. C., Political Economy, parts I and III.

The Perine Book Co., 1413 University Ave. S. E., Minneapolis, Minn.

Blackstone Commentaries, 4th book.
Bishops New Criminal Law.
Williston Wald Pollock on Contracts.

Philadelphia Book Co., 17 S. Ninth St., Philadelphia, Pa.

Patterson, Illustrated Nautical Encyclopedia.

The Pilgrim Press, 14 Beacon St., Boston, Mass.

Mary and I, or Forty Years Among the Sioux, by Riggs, pub. by Congregational S. S. & Pub. Soc.
Wilson's Dictionary of Astrology.

Charles H. Platz, 132 State St., Albany, N. Y.

Law Librarian's Journal, all published to date.
Baille-Grohman, Hunting Grounds N. Am. & B. C.
Matthews Field Book on Botany.
Pollard, Lost Cause, clean copy.

Pownier's Book Store, 35-37 N. Clark St., Chicago, Ill.

Journeys Through Bookland, 11 vols.
James Weir, Lonz Powers; or, The Regulators, 2 vols., 1850.
Bailey's Cyclopedia of Agriculture, 4 vols.

Pratt Institute Free Library, Brooklyn, N. Y.
Cherbuliez, Count Kosma.

Presbyterian Board of Publication and Sabbath School Work, 509 S. Wabash Ave., Chicago, Ill.

Commentary on Revelation, Mattheos.
Mazzaroth.
Ford's History of the United States, complete.

Presbyterian Board of Publication, Cincinnati, Ohio.

Bishop Simpson's Sermons, edited by G. R. Crooks; Harper.

Presbyterian Board of Publication and Sabbath School Work, St. Louis, Mo.

Another Sheep I have, Christian.
Second-hand copy of Thayer's Greek Lexicon.
Christian Pastor in the New Age, Lyman.

Putnam's, 2 W. 45th St., New York.

Woods, Esther Vonhomrigh.
Border Outlaws, pub. about 1881.
Van Voorhies Genealogy, pub. Putnam.
Todd, Cycles of Sunsets.
Cox, Three Decades of Federal Legislation.
Wilmer, Recent Past from a Southern Standpoint.
Maury, Recollections of a Virginian.
Esperanza, or the Home of Bowman the Wanderer.
Palgrave, Normandy and Britain.
Forrester, F., Manual for Young Sportsman.
Benson, Babe, B. A.
Wilkeson, Recollections of a Private Soldier.
Sutherland, Book of Bugs.
Thucydides, Jowett translation.
Bennett, Treasure of Peyre Gaillard.
Hardwicke, History of Orators and Oratory.
White or Whittier, Names and Places.
Fuller, Sea Gift.
Canfield, Fergy the Guide.
Day, Science of Aesthetics.

Fleming H. Revell Co., 125 N. Wabash Ave., Chicago, Ill.

The Devil's Chain, Jenkins, Harper Press.

Paul R. Reynolds, 70 Fifth Ave., New York.

Henry C. Rowland, Germaine.
Henry C. Rowland, Sea Scamps.
Henry C. Rowland, Windward.
Henry C. Rowland, The Wanderers.
Henry C. Rowland, In the Shadow.
Henry C. Rowland The Mountain of Fears.

E. R. Robinson, 410 River St., Troy, N. Y.

N. Y. Public Service Com., 2nd District, 1st and 4th Reports and following.
Baird, American College Fraternities, 3rd ed., 1883.
Alpha Delta Phi publications.
Book on Aluminum, pub. by Pittsburgh Reduction Co., 2 copies.
The Iron Cousin.
The Gilbert Star Series, any titles.
Caste, a novel.
Behrens, Microchemical Analysis.
History of Walpole, N. H., 1835.
Memoir of Elder John Peake, Boston, 1832.

J. Rosenbaum, 15 Bible House, New York.

Jones' Dictionary of Foreign Phrases.
Bancroft's History of the U. S., 10 vols.
State particulars.

Harold G. Rugg, Hanover, N. H.

Vermont Histories and Imprints.

St. Paul Book and Stationery Co., 55 E. Sixth St., St. Paul, Minn.

Mistress Dorothy Marvin, J. C. Snaith.

Schaefer & Koradi, Fourth and Wood Sts., Philadelphia, Pa.

Seiss, Children of Silence.

Schulte's Book Store, 132 E. 23rd St., New York.

Keble, Eucharistic Adoration.
Charades, Dean Briggs, Scribner.
Francois Villon's Poems, containing I Francois Villon taken at last, etc.
Bernard Barton's Poems containing Bruce and Spider.
Death of Columbus, A Poem.
Poems of Abraham Lincoln.
Jewish Encyclopedia, vols. 3 and 8.
Audubon's Quadrupeds of North America, Plates 7-132 and 138.
Appleton's Cyc. Amer. Biography, vols. 5 and 6.
Frost's Book of the Navy, Appleton, 1843.

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Charles Scribner's Sons, Fifth Ave. at 48th St.,
New York.

Water Colours of J. M. Turner, \$3.00.
Clark, Out of the Hurly Burly, Winstn.
Evans, Chapters on Greek Dress, 1894.
Hill, History of English Dress, 1893.
Hulme, Birth and Development of Ornament, 1893.
Stimson, First Harvests.
Mason, A. E. W., Works.
Franklin Speaker.
Vincent, Shadow of Pyrenees.
American Encyclopedia of Printing.
American Dictionary of Printing and Book Binding.
Stammens' Marine Mammalia.
Goode, C., Fishing Industries of U. S., text.
Washington, Geo., Writings Ed. Ford.
Bodley, France.
History of Centennial of Washington Inauguration.
Ford G. F. Watts.
Pushkin, Prose Tales.
Pushkin, Poems.
Brooke, Rupert, Poems, first ed.
Brooke, Rupert, 1914, first ed.
Rives Witness of the Sun.
Trafton, His Inheritance.
Blain's Manual.
Frost, Bull Calf.
Heisch, C. E., Art and Craft of Author.
Hueffer, England and the English.
Brown, G. B., Schola to Cathedral.
Wolf, Other Things Being Equal.
Wallas, Human Nature in Politics.
Temple & Sheldon, History of Northfield, Mass.
Chamberlain, Foundations of 19th Century, first ed.
Henderson, Stonewall Jackson, first ed.

A. G. Seiler, 1224 Amsterdam Ave., New York.

Whipple, Mental and Physical Tests, 1910.

Charles Sessler, 1314 Walnut St., Philadelphia, Pa.

Burns, Aldine poet, original binding, 3 vols.
Brittanica, India paper, latest ed.
Works of Symonds.
Tudor books.
Memoirs of Carlogozzi.

John V. Sheehan & Co., 260-262 Woodward Ave.,
Detroit, Mich.

Hannah, or a Glimpse of Paradise.

F. F. Sherman, 1790 Broadway, New York. [Cash.]

Johnston, Travellers Five, 12mo, Boston, Oct., 1911,
first impression, \$1.50.
Carman, From the Book of Myths, London, 1903.
Songs of Great Dominion, London, 1903, \$2.00.
Later Canadian Poems, Toronto, 1893, \$3.00.
Carman, Songs of the Sea Children, Boston, 1904,
\$1.50.
The Younger American Poets, 12mo, N. Y., 1st ed.
Carman, Broadsheet, The Yule Guest, N. Y., 1891,
\$5.00.
Carman, Saint Kairn, wrappers, 16mo, Cambridge,
1894, \$10.00.
Carman, At Michaelmas, wrappers, small 8vo, Wolf-
ville, N. S., 1895, \$10.00.
Carman, The Green Book of the Bards, wrappers,
small 4to, Cambridge, 1895, 10.00.
Carman, Leaflet, A Winter Holiday, 1898, \$5.00.
Noguchi, The Summer Cloud., illus, 12mo, wrappers,
Tokyo 1906, \$3.00.

The Sherwood Company, 19 John St., New York.

Thayer on Evidence, 2d ed.
Cummings and Gilbert, Consolidated Laws. (anno-
tated).
Cyclopædia.
Walker on Patents.
Atlantic Reporter.
Atlantic Reporter.
Carnegie Steel Handbook.
Maitland's American Slang.
I. C. S. Architecture, set.
Hall's Peterkin Family, Hurst.
Silburad's Good Comrade.
History Suffolk County, Russell & Co.

Sibley, Lindsay & Curr Co., Rochester, N. Y.

O'Reilly's History of Rochester, N. Y.

John Skinner, Albany, N. Y.

Wegman, Water Supply of New York.
De Varona, Water Supply of Brooklyn.

Clarence W. Smith, 44 East Ave., Rochester, N. Y.
O. W. Holmes, Grandmother's Story of Bunker Hill
Battle, illus. ed.
The World Almanac, 1915.

Smythe's, Neil House Block, Columbus, O.

Psychologie de L'Attention Ribat.
Fat of the Land, Streeter.

Geo. W. Sparger, 1302 Linden Ave., Baltimore, Md.

American and English Ency. Law, 2d ed., vols. 29, 30,
31, 32, any.
Am. Bankruptcy Reports, vols. 22-34, any.
U. S. Reports Law, edition books, 50-58, any.
Early Session Laws and Statutes, any states.

Spenceley Publishing Co., P. O. Box 175, New York.

King, Gnostics and Their Remains.
Higgins, Anacalypsis.
Smith, Our Inheritance in the Pyramids.
Heindel, Cosmo-Conception.

State House Book Shop, 221 S. 5th St., Phila-
delphia, Pa.

Pennell, Life of Whistler, 2 vols., 1908.
Clements, First Settlers Little Egg Harbor.
Morris Thompson, Sylvan Secrets.
Johnson, Settlement of Salem, N. J., 16mo, 1839.
F. Hop. Smith, Colonel Carter, 1st ed.

Statute Law Book Co., 715 Colorado Bldg., Wash-
ington, D. C.

Session Laws:

Wisconsin, 1838-9, Local, 1847, Oct.
Wyoming, 8th Territory, 1884; 3d, 1895.
Florida, 16th Territory, 1838; State, 1845, Nov.;
4th, 1848; 5th, 1850; 6th, 1852; 1855, Adj.; 9th,
1858; 10th, 1860.

G. E. Stechert & Co., 151-155 W. 25th St., New York.

Allen & G., Cicero's Select Orations; 18 copies.
Benjamin, Art in America, N. Y., 1880.
Dictionary of National Biography, set.
Harvard Graduates' Magazine, no. 82, or vol. 21
complete.

Leslie, Autobiographical Recollections, 1860.
Mason, Gilbert Stuart, Life and Works, 1894.
Parker & H., Textbook of Zoology, pt. 1, Macmillan.
Scudder, Butterflies of Eastern U. S. and Canada,
3 vols.
Sims, Story of My Life, Appleton.
Swedenborg, Theological Works, Rotch ed., 11 vols.
Tappan, Children's Hour, 10 vols.
Trumbull, John, Autobiography, etc., N. Y., 1841.
Tuckerman, Book of the Artists.
Wheaton, Elements of Intern. Law, 4th ed, Baker, V.
Standard Dictionary, thin paper.

E. Steiger & Co., 49 Murray St., New York. Cash.]

F. W. Holls, Franz Lieber, Leben und Werke, N. Y.,
1894.

W. K. Stewart Co., Indianapolis, Ind.

R. G. Thwaites, How George Rogers Clark Won the
Northwest, and Other Essays in Western History.
C. W. Dahlinger, German Revolution of 1849.
Eleanor Atkinson, Boyhood of Lincoln.
Eleanor Atkinson, Lincoln's Love Story.
Petronius, Trimalchios Dinner, trans. by H. T. Peck.

Strawbridge & Clothier, Philadelphia, Pa.

Conduction of Electricity Through Gases, J. J. Thomp-
son, new ed., Cambridge University Press, 1906,
2 copies.
The Castle of Athlin, A. Radcliffe, pub. Routledge.
The Sicilian Romance, A. Radcliffe, pub. Routledge.
The Italian, A. Radcliffe, pub. Routledge.

H. Stone, 136 Fourth Ave., New York.

Encyclopædia Britannica, 11th ed., vols. 7, 16, 17.
Will Boston concern quote again?

Thompson's Book Store, Fifth and Plum, Dayton, O.

International Library of Masterpieces Literature, Art
and Rare Manuscripts, Bibliophile Soc., N. Y.
Wood's Library of Standard Medical Authors.
Classic Tales by Famous Authors, DeBeard.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

Sir Toady Lion, Crockett.

Union Book Co., Inc., Schenectady, N. Y.

Mother Goose Songs, pub. Cassell & Company.

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The Union League Club, New York.
Edwards, Jonathan, Inquiry Into the Freedom of the Will.

United Presbyterian Board of Publication, 209 Anderson St., Pittsburgh, Pa.

Philosophy of the Christian Religion, Fairburn.
Holy Life and How to Live It, McGregor.

John Wanamaker, New York.
Complete Photographer, Bayley.
American Idea, Lydia K. Commander.

John Wanamaker, Philadelphia, Pa.
Dr. Chase's Family Physician and Second Receipt Book, 12mo, cloth, 1884; 2 copies.
Poetry of Eating, E. S. Wilson.

J. R. Weldin Co., 413-415 Wood St., Pittsburgh, Pa.
Tourgee's Fool's Errand.
Tourgee's Bricks Without Straw.

Western Book Co., Inc., 3625 North Ave., Milwaukee, Wis.

Josephus Works.
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Geikie, Hows with the Bible.
German books, second-hand job lots.

M. J. Whaley, 463 Fifth Ave., New York. [Cash.]
The Lost Tribes, Dr. Jos. Wild.
The Great Chance, English book.
On Life's Highway, Bryant.
Jewels in Brass.

M. A. Whitty, 1400 Brook Road, Richmond, Va.
Byrd, M. S., Richmond, 1866, any odd vols.
Bland Papers, any vols.
Howerrus, History Virginia, any vols.
Poe clippings or books prior to 1850.

Williams Book Store Co., 349 Washington St., Boston, Mass.
Views of Boston.
Thin paper Century Dictionary.
Book of Knowledge.
Britannica, 11th ed.
Science and Health, 1875-1878.
Autograph Letters and Signed Documents.
Extra-fine hand-illuminated books, all languages.
Harvard Classics.
Standard Book of Facts; 50 copies.
Miniature books, one inch or smaller.
Ridpath's History of the World, latest ed.
Gray's Anatomy; 50 copies.
International Dictionary, thin paper, Webster, and Funk & Wagnalls.
Everyman's Library; will buy out big lot.
Fine bindings; extraordinary pieces considered.
Catholic Encyclopædia.

The H. W. Wilson Co., White Plains, N. Y.
National Geographic Magazine, vols. 1-15.
World's Work, vols. 1, 2.
We buy job lots, what can you offer?
New York Times Mid-Week Pictorial Review, vol. 1, nos. 1-10 inclusive.

Wolcott's Bookshop, Vanderbilt Sq., Syracuse, N. Y.
Jefferson, My Father's Business, Crowell.
Gilmore, Personal Recollections of Lincoln.

Woodward & Lothrop, Inc., 1316 Gerard St., Washington, D. C.
The Word (Theosophical), Jan., Feb., Mar., April and May, 1915.

Ye Old Book Shop, 1225 Main St., Columbia, S. C.
Briggs & Duair, Hebrew Lexicon, 2d hand.
Black's Law Dictionary, state ed.
Hudson's History of Journalism.

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Bender's Book Store, 128 Fourth Ave., New York.
Audubon, Birds of America, elephant folio, 150 plates 26 x 39 ins., 60 of which are full size. Text 8 volumes in 4, whole work bound in uniform brown morocco, \$200.

Hamerton, Etching and Etchers, London, Macmillan, 1876, \$8.50.
Twain, American Claimant, N. Y., Webster, 1892, 1st edition, \$4.00.
Twain, Double Barrelled Detective Story, N. Y., Harper, 1902, 1st edition, \$3.75.
Many interesting items for the real book buyer.
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A. M. Gray, 356 Brockton Ave., Riverside, Cal.
A set of Historians History of the World, half morocco, nearly new. Make offer.

Henry Malkan, 42 Broadway, New York.
Roman Contemporain, 20 vols., Japan paper, buckram\$50.00
Stoddard's Lectures, 15 vols., 1/2 mor., as new...\$32.50
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Lever (Chas.), Novels. Little, Brown's Limited Edition, 40 vols., buckram\$47.50
Warner (Chas. D.), Library of World's Best Literature, 46 vols., 3/4 mor.\$36.80

Harold G. Rugg, Hanover, N. H.
Cuming F., Sketches of a Tour to the Western Country.

E. L. Shettles, Navasota, Tex.
Rise and Fall of the Confederacy, Davis, 1881.
Prominent Women of Texas, Mrs. Brooks, new, 50c.
Western Quarterly Review, Flint, 1827, 28.

Standard Book Co., 98 Park Place, New York.
Psychopathia Sexualis, Kragt-Ebing\$1.00
Sexual Question, August Forel\$1.00
Ancient Sex Worship, Sha Rocco50c.

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